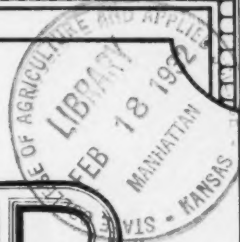


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The PRODUCER



Vol. XIII

DENVER, COLORADO

No. 9



FEBRUARY 1932

Official Organ of the
AMERICAN NATIONAL LIVE STOCK
ASSOCIATION

PUBLISHED MONTHLY

ONE DOLLAR A YEAR

Consumption does not measure demand

"CONSUMER-DEMAND" is difficult to define. It measures the public's willingness and capacity to pay for what it wants. It is regarded as strong when the public wants something enough to pay a good price for it: it is weak when prices have to be made attractive in order to encourage sales.

Consumer-demand for meat should not be confused with consumption. All the available supply is marketed at all times—whether the demand is strong or weak, and the packer merchandising system has operated so effectively that there is no record in recent years of a single quarter of beef having been held off the market until it was unsalable.

Sometimes demand is strong when supplies are large and at such times profits are usually satisfac-

tory. More frequently, however, demand is strong when supplies are short and when consumption is low, for at such times consumers who can afford to do so, pay a premium in order to get what they want. Once in a while, general unemployment or other conditions growing out of depressions, influence consumer-demand to such an extent that even a reduced supply of product cannot be marketed profitably and prices have to be lowered to stimulate buying.

Meat consumption figures, therefore, merely measure the amount produced and do not measure the strength of consumer-demand. The price, considered in relation to the supply, is the measure of demand.

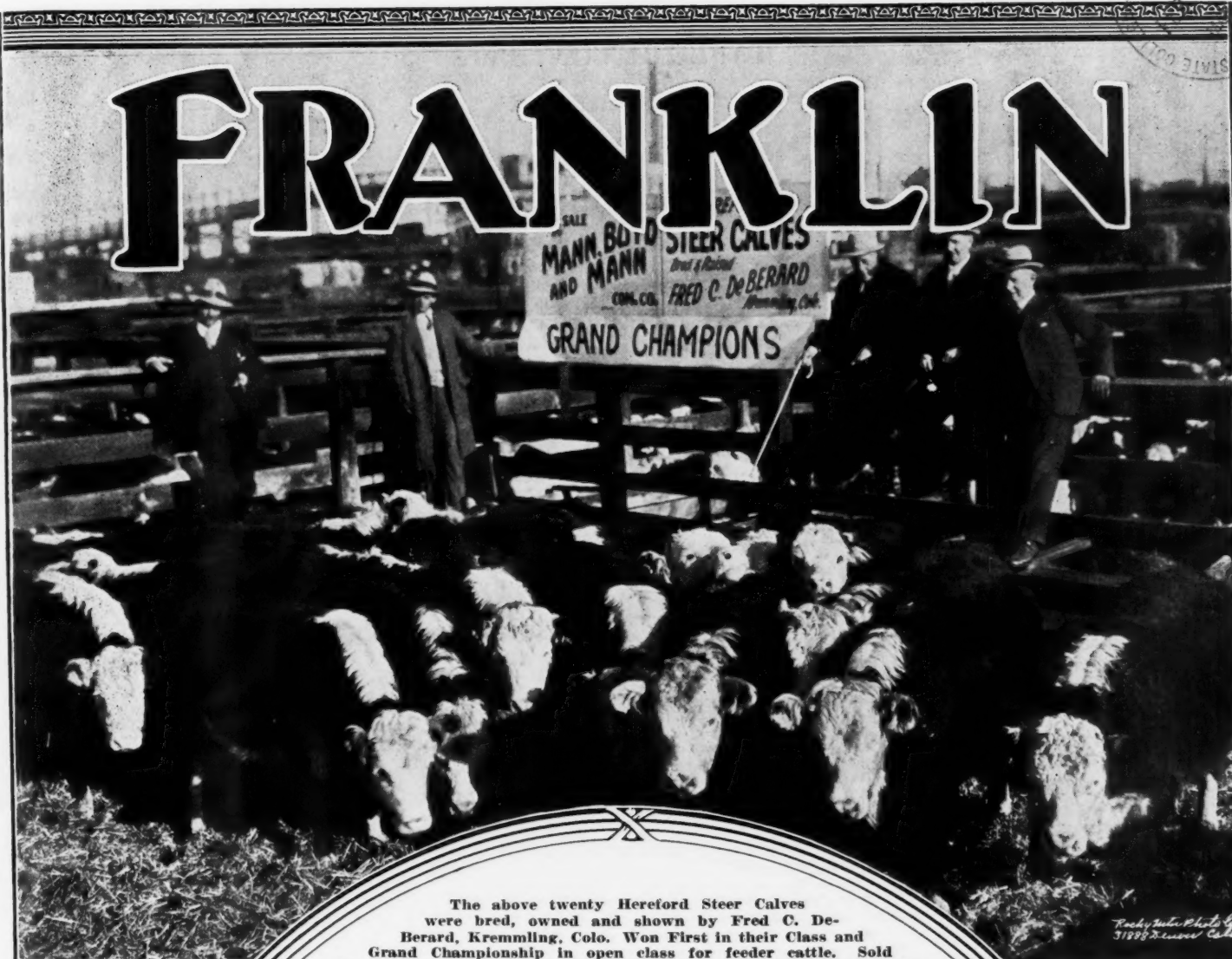
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These men have for years been users of Franklin Biologics for the protection of their entire herds.

They have proven Franklin Vaccines to give positive protection.

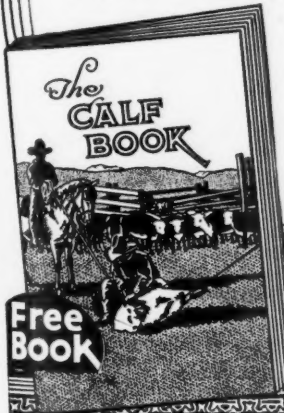
They also find Franklin Vaccines most economical because one dose immunizes for life, and because losses and worries are eliminated.

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(Published at 515 Cooper Building, Denver, Colorado. Entered as Second-Class Matter June 11, 1919, at Post Office at Denver, under Act of March 3, 1879. Acceptance for Mailing at Special Postage Provided for in Section 1103, Act of October 3, 1917, Authorized on September 21, 1921.)

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THE PRODUCER

THE NATIONAL LIVE STOCK MONTHLY

Volume XIII

DENVER, COLORADO, FEBRUARY, 1932

Number 9

Cattle Industry in Mexico

BY R. N. TERRAZAS

Chihuahua, Mexico

VOLUMES COULD BE WRITTEN ON ANY single subject mentioned in this writing regarding Mexico's live-stock situation at different epochs, especially during the latter part of last century, when thrill and romance were so mingled with the *vaquero* life. But, since all that is past history, I have thought it more opportune at this time to pass over the fiction part of it and to touch, even in a slight manner, those matters which more vitally affect Mexico's cattle industry at present, and state what, in my opinion, are northern Mexico's future prospects in connection with its live-stock industry.

General Conditions

The cattle industry in Mexico, like that of any other country, has not escaped the present world crisis. Our cattlemen, the same as cattlemen everywhere, are passing through critical times. They have the same problems, and practically the same ups and downs, with which every cowman has to contend: drought seasons, cattle-thieves, inadequate legislation and traffic regulations, decline in market prices, marketing problems, and God knows what else. When the cycle period is up, everybody seems to be prosperous; but, unfortunately, nobody then appears to realize that hard times are "just around the corner." This, I believe, is a common error due to human nature.

Past and Present Situation

Up to the year 1910, Mexico, and especially the State of Chihuahua, which is an ideal cattle-raising

state, were flooded with all kinds of live stock. At that time production costs, in most cases, were a secondary factor. Cattle were plentiful, and there were no international restrictions. Market conditions were a matter second to cost of production. Very little attention was paid to this condition, since the market-fluctuation factor, in a downward direction, was easily offset by just throwing in a few more five- or six-year-old brutes, or, since there was not much hurry in selling, by taking the opposite course—that is, "holding up" for better times. In fact, at that time the greatest mistake a cattleman could make was to get rid of his stock as yearlings or two's, to say nothing of the calf crop. His wealth was gauged by the number of calves branded, and, in order to arrive at an estimate of his stock, this number was multiplied from four to six times. Cattle in general were wild, grazing at will, and undisturbed except once or twice a year, and in some cases for a longer period.

Present conditions, compared with those of past years, have completely changed. A marked improvement in the native stock is noted in almost every section, with the exception of a few isolated spots in the southern and northwestern parts of the state. Production costs have increased to about the same levels as those of other industries, if not higher. Marketing channels have contracted considerably, and "holding up" cattle is not such an easy matter as before, as a quick turn-over is absolutely necessary in order to carry on the business successfully. Price fluctuations in the years gone by were not so noticeable as today, due to the fact that market

quotations did not reach nearly so high peaks as in recent years. Our cattlemen are realizing that the cattle industry is nearing the stage where the rule of the survival of the fittest is definitely going to govern. Consequently not a few of them are accommodating themselves to this new state of affairs.

Home Consumption and Low Population

One of the causes that have lightened the burden of the Mexican cattleman brought about by the present depression, and offset to a certain extent the effect of the decrease in beef prices, is the low cattle population of the republic. This condition has



RANGE BULLS USED ON RANCH OF MARQUEZ & TERRAZAS, GALLEGOS, CHIHUAHUA

left an open channel through which our cattlemen have been able to dispose of their surplus stock for home consumption, at prices more or less in line with, and in many instances above, the average of other agricultural products.

In theory, the cattle situation should be, in my opinion, in a considerably healthier position, since there is a shortage of cattle both in Mexico and in the United States. But the actual, cold facts show the contrary, and that is what counts.

Marketing

The Chihuahua National Cattlemen's Association has played a very important part in the marketing of Chihuahua live stock for home consumption. The association is constantly being informed of market quotations south of Chihuahua, and thus is able to help the stockman market his cattle. Since all railroad cattle movements must be inspected by one of the association's inspectors, a scheme has been worked out whereby all prospective shippers register their shipments and take their turn at intervals of from four to six days. This was planned in order not to clog the market. Though this is the first year that this practice has been established, the majority of the cattlemen have availed themselves of the benefits derived by this semi-co-operative department of the association, even if they have to change their original shipping plans to a slight extent. It is hoped that the association will be allowed, in the near

future, to make inspections of cattle moved overland, and thus have a more complete check of all cattle movements, and also improve the above-mentioned plan, as up to now it has been only tentative and far from perfect.

Financing

As a general rule, the Mexican cattleman's stock is free from mortgages or any other debt of like nature. This is partly due to the fact that the rate of interest in this country is pretty high, coupled with the difficulties encountered in getting financial help from banking institutions. Therefore cattle loans, on their own merits, are an exception, unless they are backed by other collateral. This financial condition sometimes works to the benefit of the stockman, but on other occasions has the opposite effect, as business expansion cannot readily be made at will. It is true that, due to the prevailing hard times, some cattlemen have not been able to "dodge" the market for the opportune time to sell, but in most cases, on account of their non-mortgaged stock, they have got the most benefit under the present circumstances.

Cattle-Rustling

From what I have been able to observe, cattle-rustling in Mexico is no worse and no better than in the United States. However, cattle-thieves are not so up-to-date here as in some parts of the United States. They have not yet reached the point where cattle are transported by means of trucks. Nevertheless, this pest is a matter of constant concern to our cattlemen, and adequate legislation is being sought to remedy this condition. Here again the Chihuahua



CALVES PRODUCED ON TERRAZAS RANCH

association is stepping in with a firm hand to amend our old live-stock state law—or, rather, to have an entirely new law passed that will fully meet our present requirements.

Chihuahua Almost Synonymous with Cattle

The State of Chihuahua is an ideal cattle country, where hundreds of thousands of head grazed prior to 1910, before the revolutionary period exhausted them. At present there is not one-fourth of the cattle population of 1910. There are extensive grazing lands completely idle, which will require a considerable time before they are again fully exploited. Unfortunately,

cattle conditions of today make it almost impossible to encourage new cattle investments, or expansions of those already made. The present crisis invites to business restrictions, except to the most optimistic, of whom there are not many. Consequently I do not look for an immediate increase in our cattle population, at least for a few years to come—that is, to the state where the name Chihuahua would again be a synonym for cattle.

It is true that the decrease in cattle population, compared with 1910, has been partly offset by the increase in pounds of beef per head. This metamorphosis noted in our native stock is entirely due to the heavy importations of good beef cattle from the United States in the last few years. I am afraid that the new United States tariff increase will almost paralyze these international purchases.

Hereford cattle seem to be the best-known in the State of Chihuahua. However, there are two herds of Aberdeen-Angus which I believe are very good representatives of their breed.

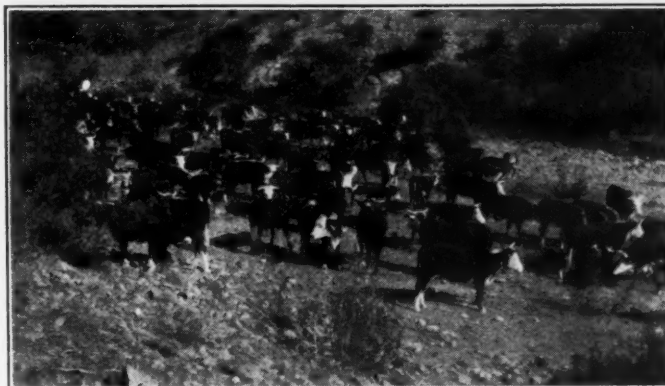
Hawley-Smoot Tariff Act

Some eight or nine months ago I wrote a few lines in this magazine referring to the above question, commenting at that time upon the fact that the increase in the tariff on cattle did not seem to help the cattle market in the United States a great deal. From June, 1930, when this increase went into effect, to May, 1931, the date of my article referred to, the market declined from $2\frac{1}{4}$ to 3 cents a pound. From May, 1931, to November last, another $1\frac{1}{2}$ to $1\frac{3}{4}$ cents has been sliced off. In other words, since the above tariff became operative the market has decreased from 4 to $4\frac{1}{2}$ cents a pound.

Summing up the results obtained in these eighteen months of high tariff, we find them to be as follows: (a) an almost prohibitive tariff, at present market prices, for Mexican cattle-exporters, compelling them practically to stop all importations from the United States, except of commodities absolutely needed; (b) a substantial decrease, if not a complete suspension, of stock seed purchases in the United States by our cattlemen, due to lack of mutual purchases; (c) a state- and nation-wide campaign for home-made and home-raised products, which will eventually work out to our benefit, since we have so much raw material of every description; and (d) a somewhat questionable benefit derived by some American cattlemen, against a direct loss sustained by others.

It was not my intention to touch upon the tariff question at this time, since I dealt exclusively and in detail with it in my last article, and perhaps shall have an opportunity of saying a few more words regarding it in the near future; but, since the cattle industry in Mexico, from its very inception, has

been so closely related with that of the United States, I must frankly confess that nothing can be said about Mexico's live-stock problems without referring to



FIRST DAY OF ROUND-UP ON TERRAZAS RANCH
(Sixty-five miles south of Presidio, Texas)

that "air-tight wall" which has been built between the two countries to shut off all cattle movements originating south of the Rio Bravo (Rio Grande).

Future of Mexico's Cattle Industry

Speaking from the standpoint of cattle, Mexico, and especially the State of Chihuahua, have a great future, as they can be easily turned, and in a very short time, into a flourishing meat-supplying country. Their agricultural regions can more than supply all necessary feed for feeding cattle, sheep, and hogs. However, a steady demand for these agricultural products must be established before our farmers will decide to increase their crops.

Our large importations from the United States of lard, eggs, and canned meats are the most eloquent proof of the fact that a packing and refrigerating industry is badly needed in our state—or, rather, in all northern Mexico. This fact has not been overlooked by some of our far-seeing cattlemen, who today more than ever are feeling this need, especially since the increase in the United States cattle tariff. The establishment of a packing plant would easily take care of all the production of northern Mexico, and would be able to supply the southern states with fresh and canned meats. However, our cattlemen, for obvious reasons, have not yet seen fit to embark upon a different enterprise, but rather would like to see it established by a concern experienced in this line of business. With this idea in mind, the Chihuahua National Cattlemen's Association has taken some steps in that direction, and is trying to interest either national or foreign capital to make this promising enterprise a realized fact.

I shall briefly try to convey to my readers a few of the advantages that Chihuahua offers for this new industry: low construction and operating costs,

as well as very reasonable electric-power rates; an unlimited source of cattle supply, principally from this state and secondarily from the neighboring states; an almost unexploited hog-raising industry, which in a very short time could be made equal in importance to cattle-raising; and, last but not the least important, poultry-raising, which is at present almost in its inception. The above combination, I am certain, would produce a very attractive low-cost product, which, after filling the local and country-wide demand, could very advantageously compete with similar products of foreign origin.

In my opinion, the packing industry in northern Mexico is a growing necessity, backed by a firm and safe investment, making it doubly attractive.

THE SAN ANTONIO CONVENTION

AS, OF OLD, MOST OF THE OVERLAND DRIVES HAD their starting-point in or around San Antonio, so last month the cattle trails from all parts of the West again centered on the city of The Alamo. Here the members of the American National Live Stock Association gathered for their thirty-fifth annual session during the three days, January 27, 28, and 29. If some meetings in the past, perhaps, have been more numerously attended, in none has the true pioneer spirit been more in evidence, or the determination to carry on in spite of all obstacles more pronounced. From this point of view, then, the convention was a great success. The temper and quality of the speeches, too, measured up to the demands of the situation. Difficulties were thoroughly probed, remedies suggested, and a course of action outlined in the resolutions which should carry the weight of the collective sentiment of the industry.

Among the subjects evoking the liveliest interest were adequate credits for the producer, transportation rates, stockyard and commission charges, and the question of the attitude to be adopted with reference to the tuberculin-testing of range cattle. On this latter topic a strong resolution was adopted in consonance with the recommendations of the Wyoming group.

Addresses

The visitors were bidden welcome by that veteran cattleman, Colonel Ike T. Pryor, former president of the association, whose home is in San Antonio; Dolph Briscoe, of Uvalde, first vice-president of the Texas and Southwestern Cattle Raisers' Association; and Ross S. Sterling, governor of Texas, who had come over from Austin for the purpose. E. F. Forbes, of Marysville, California, president of the California Cattlemen's Association, responded.

President Henry G. Boice then delivered his annual address. One by one he went into the many vital problems with which producers today are faced, showing the economic cross-currents in which they have been caught, and warning his hearers that nothing short of the most resolute and unified effort would lead the way out. (Mr. Boice's address will be printed in the March PRODUCER.) Secretary F. E. Mollin thereafter presented his report, which closed the morning's session.

The afternoon's program was to have been opened by Senator John B. Kendrick, of Wyoming, another of the association's ex-presidents. Legislative duties at Washington, however, prevented Mr. Kendrick's appearance. His place was

taken by Francis Wilson, of Santa Fe, New Mexico's member on the Committee on Conservation and Administration of the Public Domain, who explained the recommendations of that body (previously published in these columns). Dwight P. Reordan, manager of the Federal Intermediate Credit Bank of Houston, spoke on the operations of the Intermediate Credit System in financing the live-stock industry. Last year, he said, loans totaling \$19,250,000 had been made, of which 75 per cent were to stockmen, the loans ranging from \$100 to \$350,000. "Purposes and Progress of Texas Live Stock Marketing Association" were discussed by John C. Burns, manager of that organization, Fort Worth. In 1931 the organization had marketed \$2,752,000 worth of live stock for Texas producers, and its loaning agency had lent \$4,000,000 to live-stock producers. Dr. A. F. Vass, of the University of Wyoming, Laramie, whose subject was "Direct Marketing from the Range to the Feed-Lot," pointed out that there was too great a spread between fat cattle at 9 cents and feeder steers at 5 cents. He suggested that stockmen enter into contracts with feeders on the basis of proportionate shares of the money received from the sale of the stock, exhibiting charts to illustrate his plan. P. O. Wilson, manager of the National Live Stock Marketing Association, Chicago, made a short talk, declaring that shippers are paying too much for marketing their stock, with results unsatisfactory to both producer and consumer.

Thursday morning, R. C. Pollock, manager of the National Live Stock and Meat Board, led off with a story of the manifold activities of the board in behalf of the beef industry, citing its work in fighting inimical propaganda put out by various interests, and mentioning the education of retailers and agricultural-college students in new meat-cutting methods. Grading and stamping of beef is making rapid headway, he said. At this point, plans for financing the American National were discussed by Colonel Pryor and Vice-President Hubbard Russell, of Los Angeles. Substituting for T. O. Walton, president of the Agricultural and Mechanical College of Texas, who was unable to attend, O. B. Martin, director of the extension service of that institution, briefly sketched the co-operation given by it to the stockmen. The rest of the forenoon was given over to a discussion of "Transportation Policies" by H. M. Lull, executive vice-president of the Texas & New Orleans Railroad, who said that live-stock shippers could expect no reduction in railroad rates, as the roads were now engaged in a life-and-death struggle to keep their heads above water. The country, he asserted, had twice as much transportation as it needed, with the result that none of the agencies was making any money. He described the railroads as the most efficient system of transportation we had, and the only one able to carry the traffic at reasonable cost.

In the afternoon, Charles E. Blaine, traffic counsel, of Phoenix, Arizona, spoke on "Current Traffic Problems." He pointed to the fact that live-stock shippers have been paying more than their proportionate share of the railroads' income, based on volume of shipments. Much of the trouble of the roads they have brought upon themselves, as, for instance, the Railroad Labor Act, which they had sponsored. W. C. Henderson, associate chief of the Bureau of Biological Survey, Washington, D. C., outlined the work done by that bureau in helping protect the range country from predatory animals and rodents. In some sections, he said, prairie-dogs destroyed up to 25 per cent of the forage. Dr. N. F. Williams, chief veterinarian of the Live Stock Sanitary Commission of Texas, Fort Worth, speaking of "Range Herds in the Scheme of Bovine Tuberculosis Eradication," voiced the opinion that the regulation prohibiting shipment into accredited areas of stockers and feeders from untested range herds, proposed to be put into effect July 1, 1934, would not work a great hardship on

stockmen. His records showed tuberculosis to be present to some extent throughout the range area of Texas. Dr. A. W. Miller, assistant chief of the Bureau of Animal Industry, Washington, D. C., thought that the proposal to determine the percentage of tubercular infection in range cattle from post-mortem slaughter records was not feasible. Tuberculin-testing of 10 per cent of the cattle he believed to be more practicable.

The only formal address scheduled for the last day was that of James C. Stone, chairman of the Federal Farm Board. Mr. Stone told the stockmen that their only hope for stabilizing their industry—and, indeed, for economic survival—lay in co-operative marketing. He defended the action of the Farm Board in advancing loans to agricultural producers, and questioned the sincerity of those who now cried: "Take the government out of business!" What the board is striving to do is to put agriculture and live-stock raising in such a position as to make it possible for the law of supply and demand to function as it should. An international conference on the interchange of commodities was greatly needed, Mr. Stone held.

(For a full report of all addresses made, readers are referred to the annual volume of Proceedings, to be published in the near future.)

Resolutions

Following is a summary of the resolutions adopted:

1. *Oleomargarine*.—Requesting that Congress pass a law placing tax of 10 cents a pound on all oleomargarine manufactured and sold, except that on oleomargarine composed of fats or oils produced wholly within continental United States tax shall not exceed one-quarter of 1 cent a pound, and asking state legislatures to refrain from passage of any legislation not in conformity herewith;
2. *Oleomargarine Tariff*.—Favoring adequate equalized scale of import duties on all animal, marine, and vegetable oils and fats, and on raw materials from which such are extracted, coming into competition with products produced in United States; tariff to be applied to oils and fats imported from Philippine Islands on same basis as present tariff on tobacco;
3. *Use of Home Products*.—Urging Congress to modify present law so as to provide that only home products may be purchased by any governmental agency;
4. *Section 15-a*.—Reiterating opposition to section 15-a of Interstate Commerce Act, and urging Congress to repeal it;
5. *Long-Haul Routes*.—Appealing to Congress to amend long-haul provision of Interstate Commerce Act so that it shall apply to originating carriers only;
6. *Statute of Limitations on Claims against Railroads*.—Recommending that statute of limitations in all matters involving claims against transportation companies for overcharges and damages be limited to not less than two years;
7. *Federal Farm Board*.—Indorsing action of Federal Farm Board in establishing co-operative marketing system;
8. *Grading of Beef*.—Congratulating Bureau of Agricultural Economics and National Live Stock and Meat Board on success of government grading and stamping of beef, and urging extension of plan to lower grades and additional areas;
9. *National Live Stock and Meat Board*.—Hoping that market agencies still refusing to co-operate in collection of 25-cents-per-car assessment for activities of National Live Stock and Meat Board will change their attitude without delay;
10. *Post-Mortem Inspection Records*.—Urging immediate appropriation enabling Bureau of Animal Industry to set up system of tracing diseased animals to their source, and advocating use of post-mortem records in determining degree of tuberculosis infection in range cattle, thus avoiding needless expense of present method of testing for modified accredited areas;
11. *Postponement of Modified Accredited Areas in Range States*.—Asking that no tuberculosis-accrediting work be carried on among range cattle until reports of post-mortem findings from slaughter records have determined presence of infection;
12. *Senate Joint Resolution No. 7*.—Opposing S. J. R.

No. 7, designed to allow states to quarantine against shipments of live stock from territory where animal disease is found to exist, when such shipments are not covered by regulations of Department of Agriculture;

13. *Animal Diseases*.—Commending Department of Agriculture for beneficial work in establishing cause and determining means of prevention of bovine maladies;

14. *Foot-and-Mouth Disease*.—Expressing appreciation of stand taken by Dr. J. R. Mohler in refusing to misinterpret law relative to importation of meats from countries infected with rinderpest or foot-and-mouth disease;

15. *Predatory Animal and Rodent Control*.—Appealing to Congress to make available at this session sufficient funds to enable Bureau of Biological Survey and co-operating agencies to put into effect ten-year program of control of predatory animals and injurious rodents;

16. *Grazing Fees on National Forests*.—Favoring reduction of fees at ending of present ten-year period in 1934;

17. *Public Domain*.—Approving report of Committee on Conservation and Administration of Public Domain, and urging its early enactment into law;

18. *Reclamation of Additional Agricultural Lands*.—Calling upon government to refrain from promotion of new reclamation projects until such time as agricultural products may again be marketed above cost of production;

19. *National Parks*.—Protesting against creation of any new national parks or additions to existing parks throughout western states;

20. *Live-Stock Credits*.—Petitioning governing board of new Reconstruction Finance Corporation to set aside \$50,000,000 for purchase of federal intermediate credit bank debentures, thus clearing channels of credit for live stock;

21. *Taxation of Agricultural and Grazing Lands*.—Holding that taxation on agricultural, and particularly grazing, lands should be speedily reduced at least 50 per cent;

22. *Modification of Consent Decree*.—Requesting permission to file brief as *amicus curiae* in Supreme Court of United States, in effort to secure modification of Consent Decree, so that products of packing industry may be distributed to better advantage;

23. *Stock-Yard Charges*.—Expressing appreciation of efforts made by Packers and Stock Yards Administration to protect interests of live-stock industry by reducing yardage and commission charges, and urging necessity for quick action in pending cases;

24. *Army Posts on Mexican Border*.—Requesting government to continue army posts along Mexican border, now proposed to be abandoned;

25. *Indorsement of Texas Breeder-Feeder Association*.—Indorsing Breeder-Feeder Association of Texas stockmen and farmers, in its endeavor to broaden outlet for feeder cattle and lambs and develop more permanent system of farming;

26. *Thanks*.—Expressing gratitude of members to individuals and organizations in San Antonio contributing to making convention a success.

Election of Officers

In the election of officers, Charles E. Collins, of Kit Carson, Colorado, was chosen to head the association during the coming year, in succession to Henry G. Boice, who wished to retire. Mr. Boice's name was added to the list of honorary vice-presidents. To fill the vacancy left by Mr. Collins' advancement, T. E. Mitchell, of Albert, New Mexico, was chosen vice-president. Secretary F. E. Mollin and Traffic Counsel Charles E. Blaine were reappointed.

It was voted to hold next year's convention in Ogden, Utah.

Entertainment

The Committee on Local Arrangements, of which Colonel Ike T. Pryor was chairman and H. L. Kokernot vice-chairman, had provided many delightful entertainments for the visiting delegates and their ladies, including a banquet, followed by a cabaret performance and dance, at the Gunter Hotel, headquarters of the convention, on the evening of January 28. At the conclusion of the sessions, a trip to the lower Rio Grande Valley, famous for its fruit and vegetable industries, was arranged by the San Antonio Chamber of Commerce.

NATIONAL WOOL-GROWERS AT SALT LAKE

CHARGES THAT THE DEPARTMENT OF AGRICULTURE had shown bad faith in its dealings with the sheepmen of the West, in the matter of permits and fees for national-forest grazing, were made by President Frank J. Hagenbarth at the sixty-seventh annual convention of the National Wool Growers' Association, held in Salt Lake City, Utah, January 11-13, 1932. Commission and stock-yard rates he characterized as exorbitant. The subject of establishing their own marketing and slaughtering systems should be given serious consideration by sheep-raisers, he thought, in order to avoid these unfair levies upon their industry, as well as the arbitrary tactics of packers in holding down prices, especially on quality lambs. Bright spots in the past year's record, he said, were the encouraging results of the campaign to increase the consumption of lamb, and the success that had attended the operations of the National Wool Marketing Corporation, which had saved millions of dollars for the wool-growers.

The accusation of collusion among the packers to keep prices down was flatly denied by A. B. Swift, of Swift & Co., Chicago. Such a thing, he declared, was unlawful and would not be tolerated. Low prices on lambs were due to increased production and the widespread unemployment.

On the question of the disposition of the remaining unreserved public lands, it was recognized that varying conditions and lack of agreement among those concerned made a uniform procedure impracticable. It was, therefore, recommended that it be left to each individual state to accept the land or leave it under the control of some governmental agency, just as it saw fit.

The sentiments of the convention were embodied in the following resolutions:

1. Urging Congress to proceed without delay to enactment of President's economic program;
2. Indorsing existing tariff, and urging that no change be made therein;
3. Emphasizing importance of financial support for carrying out policies of state and national wool-growers' associations;
4. Favoring amendments to Federal Farm Loan Act and Federal Reserve Act to provide improved credit facilities for live-stock industry;
5. Urging more generous support of National Ram Sale;
6. Maintaining position of association in favor of national and state truth-in-fabric laws;
7. Asking reductions in valuations of sheep and lands for taxation purposes;
8. Commending work of Federal Farm Board, and calling upon stockmen to give Agricultural Marketing Act their undivided support;
9. Appreciating lamb-advertising campaign conducted during 1931, and urging its continuance unabated; asking packers to market carcasses and wholesale cuts of lamb with their brand names imprinted thereon; opposing killing of lambs on commission;
- 10 and 11. Indorsing sentiments expressed in address of Dr. S. W. McClure, and extending thanks to President Frank J. Hagenbarth and Secretary Fred R. Marshall for past year's work;
12. Advocating leaving decision of method of control of public domain with each state, and opposing further reservations or withdrawals, except for grazing purposes, pending final disposition of lands;
13. Insisting that present fees for grazing on national forests be reduced at least 50 per cent, and that they be stabilized below present basis;
14. Recommending that all wool-growers give co-operative system of marketing their product through National Wool Marketing Corporation their sympathetic study;
15. Urging investigation of question of working out most practical methods of distributing lambs from producer to consumer with minimum of expense, and holding present commission and stock-yard charges materially higher than justified by present economic conditions;

16. Indorsing activities of Biological Survey in predatory-animal and rodent control, and urging congressional action in making proposed ten-year program operative.

For the twentieth consecutive time, Frank J. Hagenbarth, of Spencer, Idaho, was chosen president. Fred A. Ellenwood, of Red Bluff, California, and A. A. Johns, of Prescott, Arizona, were re-elected vice-presidents. T. A. Kincaid, of Ozona, Texas, was named a new vice-president, to take the place of L. B. Palmer, of Pataskala, Ohio, resigned. Fred R. Marshall, of Salt Lake City, Utah, was reappointed secretary.

Portland, Oregon, was selected as the meeting-place in 1933.

KANSAS CITY CONFERENCE

THE LIVE-STOCK EMERGENCY CONFERENCE HELD at Kansas City on January 7 and 8 attracted a good many producers of live stock from Kansas, Missouri, Colorado, and Texas, as well as a large delegation of packers, commission men (both old-line and co-operative), and representatives of the stock-yards from most of the central markets.

Some contend that such conferences do no good, but everybody went home from this one feeling that it had been worth while. The discussion was frank; facts were plainly stated, with a minimum of heat and recriminations. The producers there recognized that their first task is to lower the cost of production to the minimum. Many—probably most—of them already have done so, so far as the matter is under their control. They are now rightfully demanding that all other agencies concerned with the marketing of the live stock or the distribution of the product do likewise.

The question of financing the industry in the face of continued bank failures and tightening of credit was carefully considered. Communication was established with Eugene Meyer, governor of the Federal Reserve Board at Washington, during the conference, and Resolution No. 1 was wired to him at the conclusion thereof.

Insufficient data as to the total number of cattle and sheep on feed prevented any definite suggestion being made as to marketings in the near future. However, the statistics presented by C. A. Burmeister, who represented the Bureau of Agricultural Economics, and the opinions expressed by the packers, lent some encouragement to the better finishing of good-quality cattle now in the feed-lots, many of which have recently been marketed half-fat.

Following are the recommendations of the conference:

RECOMMENDATIONS

I. FINANCE

(Wired to Eugene Meyer, governor of the Federal Reserve Board, Washington)

"The live-stock emergency conference held at Kansas City January 7 and 8, after carefully considering the crisis which today confronts the industry, made the following recommendations which, in the opinion of the majority of those present, offer the greatest hope of granting substantial aid:

"1. That the first consideration of the Reconstruction Finance Corporation, proposed in the legislation now before Congress, should be the granting of aid to the banks of the country. There are many communities where no credit is available, and it is particularly important that the small banks in agricultural communities should be given such support that normal credit can be granted to responsible parties in their communities. We, therefore, ask your full support to help secure the immediate enactment of the pending law creating this credit corporation.

"2. The advance in the discount rate at the Federal Reserve Banks has been an added burden to all member banks,

and to their customers, at a time when extra expense is very hard to bear, and the requirements of the Federal Reserve Banks as to eligible paper are very strict. We urge that the discount rate be held to the minimum, and that the requirements as to eligible paper be broadened to include any kind of dependable agricultural security, including land.

"3. During recent months the financing of the agricultural industry through the Federal Intermediate Credit Banks has been materially slowed up by the difficulty encountered in the sale of their debentures. We urge that these debentures be immediately and permanently made eligible to rediscount at all Federal Reserve Banks. Further, that the law be amended so that currency can be issued by the Federal Reserve Banks against these debentures.

"4. Every effort should be made to get state banks into the Federal Reserve System. The failure to pay interest on these reserve deposits is a severe handicap under present conditions. Banks need every dollar of their earning capacity. We urge that the rules of the Federal Reserve System be changed to permit the payment of interest on average monthly balances.

II

"We recommend that a broader and more comprehensive live-stock marketing program be adopted by the Federal Farm Board, so that the live-stock industry may be more effectively served.

III

"We recommend that every effort be made by all agencies which handle our live stock in the process of marketing or distributing the dressed products therefrom to reduce the margins on which they operate. Under existing conditions, the producer is bearing almost the entire burden of readjustment, and every effort should immediately be made to distribute the load fairly.

IV

"We strongly recommend an amendment to the existing federal law to remove restricting taxation upon the manufacture of oleomargarine made from ingredients 100 per cent of which are from animals and plants raised or produced within the continental United States. Further, we urge the various states to desist from the passage of any legislation which shall have the effect of retarding or preventing the manufacture and sale of oleomargarine made 100 per cent from domestic products.

V

"We recommend that the work of the National Live Stock and Meat Board be broadened as rapidly as possible to insure that meat maintain its proper place in the diet, and to that end we strongly urge that all marketing agencies at our principal markets, which are not now collecting the 25-cents-per-car assessment, immediately begin the collection of this amount from all shippers, and that all packers match the assessment.

VI

"We urge immediate action by Congress in holding up further reclamation of arid lands which will come into competition with established producing acreage in this country, and urge Congress, in dealing with land problems in the future, to be guided by the recommendations of the recent land utilization conference as to marginal lands and irrigation projects."

COLORADO STOCKMEN MEET

FOR THE SIXTY-FIFTH TIME, THE COLORADO STOCK Growers' and Feeders' Association met in annual convention at Denver on January 19 and 20. As these dates fell in the middle of Stock Show Week, and as the meeting-place this year had been transferred to the stock-yards, attendance was benefited by the attractions of the show.

The problems at present to the fore among stockmen everywhere were discussed during the two-day session: taxation, forest fees, marketing, oleomargarine legislation, testing of range herds for tuberculosis, transportation, brand inspection, cattle-stealing, and financing the National Live Stock and Meat Board. On the subject of grazing fees, a strongly worded telegram was sent to the Secretary of Agriculture,

condemning his refusal to adjust fees in accordance with present economic conditions, and requesting that he immediately call a conference at Denver to deal with the matter. The association asked that fees be reduced to the 1927 level. This demand was concurred in by a committee of the Colorado Wool Growers' Association, present at the convention, and was embodied in a joint resolution, which charged the Forest Service with violating its pledge to base fees on cost of administration. The resolution further declared it to be in the best interest of the State of Colorado that all unappropriated public domain be administered by the Forest Service until such time as the domain shall be transferred in fee simple to the state, without limitations as to mineral rights.

A committee of three was appointed to arrange for moving speculators on the Denver yards back to the Exchange Building. Secretary Davis was directed to represent the organization at the convention of the American National Live Stock Association at San Antonio.

In succession to W. L. Curtis, of Gunnison, who has headed the association for the past two terms, Field Bohart, of Colorado Springs, was named president. Thomas McQuaid, of Hartsel, was chosen vice-president in Mr. Bohart's place. J. H. Neal, of Denver, was re-elected treasurer, and Dr. B. F. Davis, also of Denver, secretary-manager.

ARIZONA WOOL-GROWERS' MEETING

BY BERT HASKETT

Phoenix, Arizona

THE ARIZONA WOOL GROWERS' ASSOCIATION HELD its annual mid-winter meeting at Phoenix on January 4, 1932. It was largely a business affair given over to the reports of the president and the secretary, and to the financial matters of the association.

A. A. Johns, president of the organization and a director of the National Wool Marketing Corporation, reviewed the situation affecting the selling of wool during the past year. "Throughout 1931, the darkest year of a world-wide depression, when every commodity took price declines, wool held its own," said Mr. Johns, "and was one of the few commodities to show an increase in consumption. This increase came during retrenchment periods of production, labor difficulties, and general inactivity."

In an informal talk, P. G. Spilsbury, president of the Arizona Industrial Congress, warned the members of the association of the economic dangers in excessive taxation and the high cost of government operation.

Other than what might normally be expected at this time, it was stated by Dr. Edward L. Stam, state veterinarian, that sheep in Arizona appear to be free of diseases.

Others who addressed the meeting were Leo Meeker, Phoenix, president of the Arizona Bank, and H. V. Watson, Flagstaff, vice-president of the Arizona Live Stock Loan Company.

"It is no use to make idle predictions," said E. O. Oglesby, field appraiser for the National Wool Marketing Corporation, "but the facts indicate that the time for an upturn has come. If it does come this year or in the next few years, we shall make a great deal more money than we have lost, provided we continue to stick together on our marketing program."

It was announced by H. B. Embach, secretary of the association, that a reduction in the freight rate on lambs shipped from points in Arizona could be confidently expected, the reduction having been recommended by the examiner to the Interstate Commerce Commission.

It was agreed upon that the maximum price for shearing in Arizona this year will be 14 cents per head. This price is to cover the complete cost of the operation.

Two resolutions were adopted. The first asked the state legislature to adjourn at as early a date as possible. The second called upon state, county, and municipal officers to exercise the same economy in government expenditures as producers have been forced to make.

MONTANA WOOL-GROWERS IN CONVENTION

WOOL-GROWERS OF MONTANA, IN CONVENTION at Bozeman, January 25 and 26, were told by C. H. Williams, of Deer Lodge, who for a quarter-century headed the state association, that their industry had been steadily growing, and that it was but a question of time when prosperity would return to it. Since 1865, he said, when the state auditor reported an assessment of \$4,300 against 1,765 sheep in two counties, investment in the business had increased to \$20,000,000.

J. H. Carmichael, of Augusta, who succeeded Mr. Williams as president, likewise thought that the present situation was by no means hopeless. He urged controlled production, orderly marketing, and more attention to efficiency and economy.

Other speakers were A. T. Hibbard, a banker of Helena; C. N. Arnett, manager of the Intermountain Live Stock Marketing Association, Denver; and Dr. H. C. Gardiner, of Anaconda, a breeder of show stock.

Mr. Carmichael was re-elected president for the coming year, and Murray E. Stebbins secretary.

IDAHO SHEEPMEN PASS RESOLUTIONS

DEMAND FOR A WAGE-SCALE FOR SHEEP-HERDERS and camp-tenders of not to exceed \$40 a month; indorsement of the Central Western Shipping Board and pledges of continued co-operation with it; opposition to any increase in freight rates on sheep and lambs; protest against the prevailing level of stock-yard and commission charges; suggestion that packers put their private brand names on carcasses and wholesale cuts of lamb; appreciation of the assistance rendered agriculture by the Federal Farm Board, and approval of the Smoot-Hawley Tariff Act, were embodied in resolutions passed by the Idaho Wool Growers' Association, in convention at Pocatello, January 7-9, 1932.

D. Sid Smith, of Shoshone, was re-elected president.

NORTHWEST PLANNING CO-OPERATIVE MARKETING ORGANIZATION

AT A MEETING OF THE DIRECTORS OF THE Okanogan County Live Stock Association, Washington, last month, the formation of a co-operative marketing and financing association was discussed. The association, as planned, will include Washington, Idaho, and northern Oregon—the only live-stock producing section not so organized. A committee was appointed to make a thorough investigation of the matter and to report to the annual meeting of the Washington State Cattle and Horse Raisers' Association in Colville this spring.

A resolution was passed asking the Forest Service to postpone all grazing fees until such time as the sale of beef will enable stockmen to meet the payments.

COLORADO FEDERATION OF FARM ORGANIZATIONS

AT THE FIRST MEETING IN TWO YEARS OF THE Colorado Federation of Farm Organizations, held in Denver on January 22, a score or more of Colorado's agricultural associations were represented, pledging anew their support to the federation. Although few specific problems were touched upon, the delegates felt that unity of action on common problems, which the revival of this organization forecast, was of the highest importance. Revision of the present system of taxation and easier credit facilities found unanimous support.

Dr. B. O. Aylesworth, of Denver, was elected president, to succeed Dr. B. F. Davis.

SEEKING FARM RELIEF

THIRTY FARMERS, MEMBERS OF THE FARMERS' Union from western agricultural states, headed by T. E. Howard, of Denver, secretary of the Farmers' Educational and Co-operative Union of Colorado, left on February 1 for Washington, D. C., where they will remain until the farm relief legislation for which they are working has been enacted.

One of the bills in which the organization is interested would abolish the Federal Farm Board and secure to the farmer a price for agricultural products at least equal to cost of production.

CO-OPERATIVE COUNCIL INDORSES FARM BOARD

IN A FOUR-DAY SESSION AT WASHINGTON, D. C., last month, the National Co-operative Council, representing more than a million farmers, reached agreement on the major agricultural problems. Opposition was voiced to the repeal of the Agricultural Marketing Act, to the abolition of the Federal Farm Board or the transfer of its functions to any other government agency, and to any change in the provisions of the act authorizing loans to co-operatives from the revolving fund. The council likewise declared against all new irrigation or reclamation projects.

C. O. Moser, of New Orleans, was re-elected president, and Robin Hood, of Washington, D. C., secretary-treasurer.

STOCK-YARD CHARGES AT OMAHA

LAST MONTH, AT OMAHA, HEARINGS IN DOCKET No. 344, involving the reasonableness of charges for stock-yard services at that market, were held before Judge C. E. Miles, solicitor for the Department of Agriculture. On January 22, F. E. Mollin, secretary of the American National Live Stock Association, was heard. In view of the widespread interest in this matter at the present time, we quote rather copiously from Mr. Mollin's testimony:

"The American National Live Stock Association took a leading part in securing the passage of the Packers and Stock Yards Act, and it has always taken an intense interest in the marketing problem. We believe that yardage charges should be based on the cost of the service rendered, and on the facilities that are used in rendering that service. We believe that they should be high enough to insure good service and to give a fair return on the investment in the property. We know that in the past they have been much above that basis, and we feel that the live-stock industry today is in such a position that the need of lower charges of every kind

is imperative. It is not a question of profit to the live-stock industry—it is a question of reduction of losses.

"I have attended two meetings recently—one at Kansas City two weeks ago, which was an emergency live-stock conference, and one in Denver this week, held by the Colorado Stock Growers' Association; and I want to say that the live-stock industry today is struggling for its very existence. Every effort is being made to lower the charges that enter into the cost of producing live stock—not only yardage and commission charges, but taxes on lands, fees on forest grazing land, rentals of state lands (which are quite an item in some of the western states), and the assessed valuation of live stock and other personal property. Everything is being considered. It is realized that either we must get more for the live stock we sell, or we must have lower costs of doing business, or the industry simply cannot exist. I have been watching this business since 1906, and I do not think there has been a time since then that we have had so critical a situation as we have today.

"As to just what yardage charges should be, I do not feel that anyone who has not had the opportunity to study the valuations of the property, and the full detail of just what the service rendered costs, can give an intelligent guess. That, of course, is the reason why the Packers and Stock Yards Administration was set up—to determine these charges fairly, in the interest of the producer.

"I should like to make one observation as to relative charges. We have always felt that the yardage on calves was out of proportion to that on cattle. At the present time, I believe the yardage rate at Omaha on cattle is 35 cents a head, and on calves 25 cents. One of the gentlemen who attended the meeting in Denver this week brought that question up, and referred to how much more he was charged for yarding his carload of 400-pound calves than his neighbor who had a carload of mature cattle in an adjoining pen. I realize that, in the decisions that have been made, there has been a greater percentage reduction on calves than on cattle. I think that is a step in the right direction, but I do not think it has gone far enough. I should like to call your attention to the greatly increasing volume of business in young cattle. We are getting away more and more from the practice of growing three- and four-year-old steers out here in the sand-hills of Nebraska, and those cattlemen are going onto a cow-and-calf basis. Farther west, for some years, the men who used to sell four-year-old fat horned steers off the ranges are now selling yearling dehorned feeder steers, and even calves.

"It seems to me that you might properly consider making three divisions. I think that is done at one of the yards in Canada. But if that is not practical, I would urge you carefully to consider the dividing line between calves and mature steers, so that there is not too high a charge placed upon the shipper of a carload of calves or short yearlings which contains a great number in the car, and makes the rental for one pen run up considerably higher than the rental for twenty head of fat stock. There certainly cannot be very much difference in the cost of service between the handling of those two shipments. When you stop to think of the yardage charge assessed against a carload of stock, thirty head is a very ordinary car of fat young stock paying \$10.50 for the use of those pens for a few hours one morning.

"I should like to refer to the question of the yardage charge for speculators. We believe that, in assessing the necessary charges for the maintenance of a stock-yard property, the person who gets the service should pay for it. We think that it is no more than fair that the speculator who has pens allotted to him, in which he might possibly keep cattle for anything from a few hours up to a few days, should pay something in the nature of a rental charge for those pens. It is argued by opponents of such a charge that it is assessed back to the original shipper anyway, and, therefore, is immaterial. I cannot follow that argument. It would be pretty nice if any of us could have our business quarters furnished us free of rent; but I think that, if we have to pay a reasonable overhead, we take it into consideration in the conduct of our business, and that perhaps the speculator, paying a reasonable charge for the use of his pens, might be able to effect some economies in his operations to offset that charge, and that it would not necessarily be passed back on to the original shipper of the cattle, or necessarily added on to the price that the buyer of the cattle pays. If we do not have any competition on these markets, either the original shipper or the buyer will pay the charge; but if we do have competition in the purchase and sale of these feeder cattle,

I cannot see that anybody can truly say that such a charge is necessarily passed on either to the producer or to the feeder. A 14-cent charge, such as was assessed against the speculator in the St. Joseph and Denver cases, amounts to 2 cents a hundred on a 700-pound animal. I believe that having such a charge to pay might possibly influence the speculator to make quicker sales, quicker turn-overs, and not to take the cattle down to his pens and hold them for a bigger profit, filling them full of hay, which does not do anybody any good. There is a growing demand from the country, when they bring in their orders for feeding cattle, to have fresh cattle. They do not want cattle that have been stuffed with hay and held for several days, and become what are known in the trade as 'stale' cattle. . . .

"In connection with the speculator, or reweigh or resale, charge, I do not think it should be applied as I understand it is contemplated in the orders at Denver and St. Joseph. I do not think there should be any charge unless there has been an additional service rendered. I am familiar with the situation at Denver, which is largely a feeder-cattle market; and the same thing would apply here. But let me just give an example of a big firm of feeder-cattle buyers at Denver from which we used to buy lots of cattle—John O. Hall & Sons. I will say that Mac Hall goes into the alley of John Clay & Co. and buys a carload of feeder cattle. Before they are removed from the original pens in John Clay's alley, I come along, and Mac Hall says: 'I will sell you this load of cattle for a nickel a hundred, or 10 cents a hundred, more than I paid for them.' They have not been weighed yet. I do not see why there should be a second yardage charge if I buy those cattle. They are run to the scale, run over the scale right over to the shipping-pen, and billed out to me right here in Nebraska. I think that is an unjustified duplicate charge, and that you would be serving the industry by not assessing a charge of that kind, because then you have given the speculator an incentive to make a quick turn of the cattle; but if he has to pay the 14-cent charge anyway, whether he sells them out of John Clay's alley, or whether he takes them down to his pens and yards them down there, he may think: 'Well, I had better play these cattle for a little bigger profit.' The thing we should like to see is to have something done that will expedite the movement of feeder live stock through the market.

"In regard to feed charges, we like the system that has been adopted. That provides that the stock-yard company must automatically change its prices whenever there has been a certain fixed variation in the markets. We think the margin allowed is pretty liberal. I can assure you that there is nothing that antagonizes the country shipper more under present conditions, when corn is selling so very cheap in the country, than to come to market and be charged a price that is several times the cost per bushel, or the sale price per bushel, of the commodity in the territory from which he comes.

"Unfortunately, when times are good it is true that a great many live-stock shippers say that they are not particularly concerned about what yardage charges, or feed charges, or commission charges are, if the cattle bring them lots of money. They want good service, and that is the particular thing they are interested in. But they are taking a different stand today. They realize that we have got to pare down these charges to a basis that will make it possible for them to stay in the business. I do not think I have painted the picture a bit too drab. The credit situation is affecting the live-stock industry in a very desperate manner, and it seems to me that, if we are going to come through this without liquidations which will be ruinous, not only to the producers, but to the stock-yard companies and the commission men, we have got to have industry co-operation on a scale that we have never had before.

"When charges at the markets are too high in proportion to the return that the shipper gets, there is a drifting-away from the markets. If a man can find any way to sell his live stock and avoid the paying of high service charges, he is going to take advantage of that opportunity. At the meeting I attended in Kansas City two weeks ago, I was told that out in one little feeding community in Kansas there were 200 ears of cattle shipped last year direct to packers. One of the reasons why that kind of movement is increasing is the dissatisfaction of the country with the charges at the central markets for service of all kinds. . . .

Judge Miles: "Mr. Mollin, you mentioned payment of yardage charges by traders. Is it not true that on some of

the yards the traders will make a purchase, take the stuff to their own pens, and then sell it, not to a commission man, but on the ticket?

Mr. Mollin: "Oh, they often do that. They seldom sell through a commission man, except fat stock that they replant back into the commission men's alleys to dispose of. Of course, they sell a good deal of stock to order-buyers from the commission men, or often sell direct to people in the country who do not employ an order-buyer."

"Q. You did not make it clear, where they do not sell through the commission man, but sell from their own pen, whether you think there should be a yardage charge, or reweigh charge, or whatever the term may be."

"A. I do not think it makes any particular difference as to the charge whether they sell through a commission man. It is my idea that the charge should be assessed according to the service rendered. If there is a reweighing of the cattle, I think they should be assessed the charge. There are two other ways in which they could sell the cattle. First is the example I gave where they might sell it direct out of John Clay's alley. In another case they might actually have moved these cattle from John Clay's alley over the scale to their own alley. Then they might sell those cattle and transfer the weight, or they might reweigh it. It is my opinion that, in the case where they transfer the weight, if the stockyard company has not rendered any additional service in the handling of those cattle, there should not be any yardage charge assessed. But if they fill them, and then want to reweigh them to get a higher weight on the live stock, I think there should be charges assessed."

"Q. Mr. Mollin, you recognize, and have so stated, that the stock-yards should get a fair return upon the value of the property being used. Is that correct?"

"A. Yes. Under our present system of marketing, we must have stock-yards, and it takes capital to run them."

"Q. You just do not raise any question about that?"

"A. No, sir."

"Q. And, of course, their income should, in addition, pay all the actual operating expenses—in fact, any allowable expense?"

"A. Yes, sir."

"Q. That is your thought. Now, you have also suggested that we pay some attention, or more attention, to the dividing line between calves and cattle, or mature steers, as you call it. Just what thought do you have?"

"A. Well, I do not know what the dividing line is that is used here at Omaha now. But if you are just going to have two divisions—cattle and calves—the dividing line should be placed at the point that your investigation of the handling of the shipments would indicate was the nearest to an equitable charge that can be arrived at for the various classes of cattle. As I told you, I think, at some of the Canadian yards they have three divisions. They will have one charge for calves perhaps weighing under 300 pounds, another for calves weighing from 300 to 500 pounds, and still another for those weighing 500 pounds and up. But where you just have the two divisions, it is my impression that the dividing line is generally around 400 pounds. The man who comes in here with a large carload of cattle that weighed just over the 400-pound line is assessed a pretty high charge for the use of the pens, compared with the fellow who ships twenty head of big fat steers and uses the same size pens."

"Q. Is it your thought, then, that some consideration should be given to the amount of space occupied?"

"A. Generally speaking, yes. But a great many of the pens are the same size, and a great many cattle, whether it is calves or big cattle, naturally would occupy the same size pen in the stock-yards, because the carloads they come in are mostly 36-foot cars."

"Q. You just could not make any definite suggestion?"

"A. No. I think you have investigated this more or less. The importance of the thing is the fact that we are getting more onto a calf basis in the industry. Where it used to be largely a matter of shipping in the veal calves from the dairy industry, now there is a great volume of business in calves from the ranges."

Following Mr. Mollin, F. R. Marshall, of Salt Lake City, Utah, secretary of the National Wool Growers' Association, testified along similar lines. Edward L. Burke, Jr., of Genoa, Nebraska, stressed the need for lower yardage rates and a more reasonable basis for feed charges, the latter to be

adjusted frequently to current market prices. Russell Thorp, of Cheyenne, Wyoming, secretary of the Wyoming Stock Growers' Association, filed as an exhibit a tariff of the Montreal stock-yards, showing a yardage charge of 25 cents a head on cattle, 15 cents on heavy calves, and 10 cents on light calves.

None of the producer witnesses were cross-examined.

LIVE-STOCK NUMBERS ON JANUARY 1, 1932

NUMBERS OF LIVE STOCK ON FARMS OF THE United States on January 1, 1932, compared with revised estimates for 1931 and 1930, have been computed as below by the Department of Agriculture:

	1932	1931	1930
Horses	12,679,000	13,165,000	13,684,000
Mules	5,082,000	5,215,000	5,366,000
Cattle	62,407,000	60,915,000	59,730,000
Cows and heifers*....	24,379,000	23,558,000	22,910,000
Heifers†	4,665,000	4,777,000	4,700,000
Sheep	53,912,000	52,745,000	51,383,000
Swine	59,511,000	54,374,000	55,301,000

*Two years old and over.

†One to two years old.

On what principle the constant "revisions" are made is not clear. Taking the estimates of January 1, 1930, as an illustration, these were originally 57,967,000 cattle, 48,913,000 sheep, and 52,600,000 swine. On January 1, 1931, these 1930 figures were "revised" to 57,978,000 cattle, 50,503,000 sheep, and 53,238,000 swine. Meanwhile, in the course of 1931 the results of the census of April 1, 1930 (which took no account of animals born after January 1), became available, and, on the basis of these returns, numbers for 1930 have now again been "revised" to 59,730,000, 51,383,000, and 55,301,000, respectively, as shown in the above table. But the census totals, as published, were, first, 54,270,000 cattle, 56,986,000 sheep (including spring lambs), and 32,797,000 (?) hogs; later "revised" to 57,978,000 cattle, 50,503,000 sheep (presumably after subtracting spring lambs), and 53,238,000 hogs! This, to say the least, is confusing.

The figures as given out confirm the general belief that all classes of meat animals increased in number during the past year—an increase which now, judging from market statistics, has been checked in the case of cattle. The increase is particularly noticeable in hogs, the numbers of which show a growth of 9.5 per cent. Of the million and a half advance in cattle numbers recorded, dairy cows and heifers account for the major portion. Horses and mules are continuing their descent.

THE CALENDAR

February 16-17, 1932—Annual Convention of Arizona Cattle Growers' Association, Tucson, Ariz.

February 29-March 2, 1932—Fat Stock Show, San Angelo, Tex.

February 29-March 3, 1932—Fat Stock Show, Amarillo, Tex.

March 4-5, 1932—Annual Convention of New Mexico Cattle Growers' Association, Carlsbad, N. M.

March 5-12, 1932—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.

March 9-11, 1932—Annual Convention of Kansas Live Stock Association, Wichita, Kan.

March 15-17, 1932—Annual Convention of Texas and Southwestern Cattle Raisers' Association, El Paso, Tex.

May 3-5, 1932—Annual Hereford Round-up Sale, Kansas City, Mo.

May 25-27, 1932—Annual Convention of Montana Stock Growers' Association, Great Falls, Mont.

THE PRODUCER

PUBLISHED MONTHLY

IN THE INTEREST OF THE

LIVE STOCK INDUSTRY OF THE UNITED STATES

BY THE

AMERICAN NATIONAL LIVE STOCK ASSOCIATION
PUBLISHING COMPANY

Subscription: One Year, \$1; Three Years, \$2.75; Six Years, \$5
Advertising Rates on Request

515 COOPER BUILDING, DENVER, COLORADO

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Volume XIII FEBRUARY, 1932 Number 9

ORGANIZATION 1871-1931

SIXTY YEARS AGO THE PLAINS OF WESTERN Kansas, Nebraska, the Dakotas, and eastern Colorado, as well as the ranges of Wyoming and Montana, were being rapidly stocked with cattle driven up the long trail from Texas. The true cattleman then, as now, was by nature an individualist. But he soon found himself confronted with problems that could be solved only by group action. Hence we find associations forming in Colorado in 1872, in Wyoming in 1873, and in Montana some years later.

The first matters attacked dealt with the proper utilization of the range, the seasonal round-ups, the use and misuse of brands, the selling of unbranded mavericks as estrays, and the control of the cattle-thief. Historians record the fact that these early associations received the almost undivided support of the cattlemen of that period.

Today, sad to relate, the situation is somewhat changed. True, the principal issues confronting the industry are of a different nature, but they are of no less importance. The days of the open range are gone, but in its place have come more complex legislative questions, such as the tariff and the constant fight to keep railroad rates within bounds. The cattle-thief, too, is still with us. With the aid of good

roads and fast trucks, this gentleman has become more of a problem than ever.

In the old days the cattleman considered his job ended with the sale of his cattle at the market. Today, with the encroachments of competitive food-stuffs on what he once regarded as his proper domain, and the frequent raising of artificial barriers in distributive channels, he has had to extend his field. The creation of the National Live Stock and Meat Board was in response to this situation, and that body needs the constant, active support of every live-stock organization. The strongly organized dairy interests are seeking in every way to prohibit the sale of oleomargarine, regardless of the animal-fat content, and no half-way measures can successfully meet this threat. Every single branch of the industry with which you are concerned, from the time you load your cattle until the product is retailed, is strongly united. The railroads, the commission men, the traders, the packers, the retailers, all are organized practically 100 per cent. How can you as an individual cope with them?

In every community you will find a few loyal individuals who keep alive the local associations, and who are the bulwark of the state and national organizations. Altogether too many either take no active part or give grudgingly of their money, and not at all of their time.

The accomplishments of any organization are in direct proportion to the support it receives. Many are ever ready to point to a lack of results who have never put a shoulder to the wheel. Constructive criticism is always welcome, but it should proceed from within the ranks. We need 100 per cent organization today as badly as it was needed half a century ago. Do your share, and help make it possible for the live-stock industry to stand on even ground with the railroads, the packers, and the commission men, and to present a united front to congressional committees which initiate each year legislation of tremendous importance to you.

TAX REDUCTIONS

IN THE OCTOBER "PRODUCER" ATTENTION was called to the need for adjusting governmental expenses to the available revenue, rather than to continue the system of making budgets to cover every possible expenditure, and then increasing taxes in one way or another to raise the money. There are already numerous indications that such a policy is being followed in the West. In Colorado, the State Board of Equalization, recognizing the basic position of agriculture in the prosperity of the state, ordered a reduction of 20 per cent from 1929 valuations of farm and ranch lands, and 5 per cent

on city property. Attacked in court, the Supreme Court of the state finally upheld the board. Stockmen of many other western states are taking action to secure substantial reductions in their tax burdens. There is no other way out.

The city of Denver—due to the 5 per cent decrease in valuations—had to make an immediate revision of the budget for the year 1932, which was just ready for approval, or provide additional revenue. The situation was met squarely, and further reductions were made in proposed outlays, instead of increasing the levy, which was the easy way followed during the past decade.

This adjustment period requires leadership with courage back of it. America has always furnished leaders of the right sort in such emergencies, and they are coming to the front now, ready to see the job through.

BEEF-GRADING

THE RAPID INCREASE IN THE GRADING and stamping of beef under government supervision, as reported in the January PRODUCER, is a matter of more than passing interest. During the year ending June 30, 1931, 103,000,000 pounds were so stamped, as against 48,000,000 pounds for the preceding year. Yet, obviously, we have but started on what promises eventually to have the united support of everyone interested, from producer to consumer. The time will come when the housewife will order her beef by grade; and when that day arrives the major uncertainties of our present distribution problem will disappear, and the producer of quality beef will come into his own.

Recently it has been charged that the closer adherence to grade requirements on the part of packer buyers has slowed up trading. Even if true, this is but a temporary condition. Eventually great benefit will come to producers of good cattle. During periods of extremely low prices we are prone to place altogether too much blame on matters which have comparatively little, if any, influence on the market.

No one ever profited long by misrepresenting the goods he sold. Conversely, the retailer who sells quality merchandise for a fair price is pretty apt to be a fixture. It is encouraging to note that the National Association of Retail Meat Dealers is a strong advocate of government-graded beef, and that the live-stock organizations in Canada are urging compulsory grading of beef.

The West, more and more, is producing quality feeder cattle. When finished in the Corn Belt, the product is eligible to the grades in the higher bracket. We have much to gain and little to lose by insisting that beef should be sold on its merits.

PULLMAN FARES

FOR MONTHS PAST THE TROUBLES OF the railroads have been constantly in the public mind. They have been particularly conspicuous because of the fact that, whereas agriculture and industry have buckled down to the task of reducing expenses in line with decreased revenues, the railroads have sought to do the impossible, and repair the damage done to their revenues through decreasing traffic, both passenger and freight, by a substantial increase in freight rates. The Interstate Commerce Commission, alive to the injustice of thus adding to the burdens placed on business at a critical time, limited alike the increase sought, the commodities affected, and the period of time covered.

The latest ill-advised move on the part of the railroads is to attempt to increase Pullman fares where two persons occupy the same berth. Logically, the cost of service for two is greater than for one, and were a proper readjustment of rates to be made, this fact should be taken into consideration in working out a new schedule. However, the crying need today is for cheaper transportation, and it is high time that the Pullman surcharge, imposed as a war measure, were removed. While a great deal is said about bus competition being ruinous to the railroads, as a matter of fact it is the competition of private cars that really hurts. When a Pullman charge of \$9 is made, one-third of which is the war-measure surcharge, for a twenty-four-hour trip on the railroads, is it any wonder that the public insists on putting up with the inconveniences of motor-car travel, and is perfectly willing to forego the pleasure and luxury of riding in de luxe trains?

The pre-war basic rate for passenger fares (main-line hauls) in many of the eastern and mid-western states was 2 cents a mile. Now it is 3.6 cents. And yet the passenger service for the country as a whole fails by something like \$450,000,000 annually to contribute its proportionate share toward taxes and return on railroad investment. The law of diminishing returns could not be more forcibly illustrated.

There are healthy signs abroad that the United States is slowly coming down to earth. Eventually the railroads, whose leadership in this emergency has been most notable by its absence, will get in line, reduce costs and tariffs, and regain some of the business lost through their stupidity.

Great Britain Abandons Free Trade

On February 9, 1932, the British Parliament adopted four government resolutions establishing import duties of 10 per cent ad valorem or more on a large number of commodities. So far as can be judged from press dispatches, meats and meat products are not yet included in the dutiable list. Products originating within the British Empire are given preferential treatment.

THE NEW PRESIDENT

AT THE SAN ANTONIO CONVENTION, Charles E. Collins, of Kit Carson, Colorado, was elected president of the American National Live Stock Association, in succession to Henry G. Boice, of Phoenix, Arizona, who wished to retire in order to devote his entire time to his private business.

Mr. Collins needs no introduction to the membership of the association. For many years he has been identified with all its major activities. Since 1927 he has been one of its vice-presidents.

He was born sixty-two years ago in Kansas, where his father was then trailing cattle up from Texas. In 1883 he accompanied his father on a trip to Mexico, and helped drive a herd from a point eighty miles west of Chihuahua across the Rio Grande to a spot a hundred miles south of El Paso, over a route never traveled by a cow before. At the latter location a ranch was established, and there the family remained until 1889.

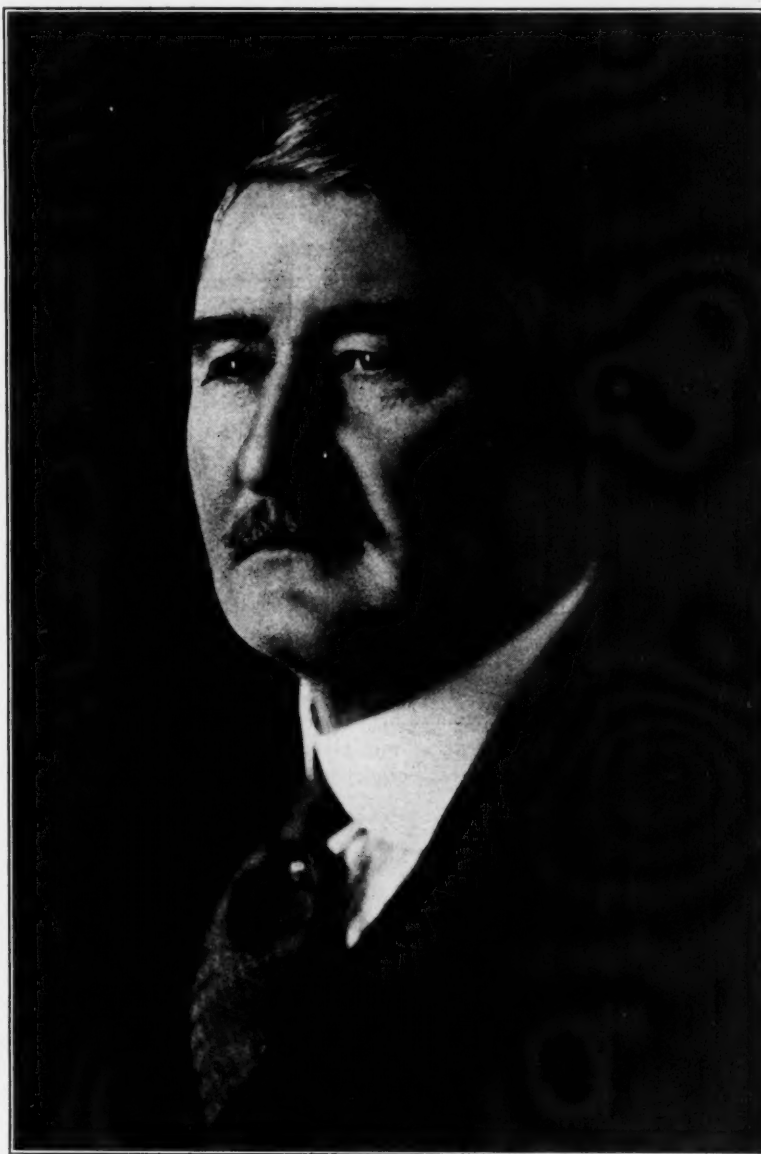
In 1890 Mr. Collins was appointed a member of the first commission created at the Kansas City stock-yards by the Bureau of Animal Industry to prevent the spread of Texas fever, which was prevalent in those days. After three years in that service, he decided to engage in the cattle business on his own account. His present ranch in Cheyenne County, eastern Colorado, he bought in 1907, at first handling nothing but steers, of which he at one time had as many as 10,000 grazing on his 40,000 acres. For the past ten years he has been running a cow herd, and has, probably, the largest herd in the state. In connection with his cattle, he is operating an extensive farm, producing enough corn to full-feed nearly all the stock he raises. He is one of the few cattlemen to live on the ranch.

Aside from his live-stock and farming operations, Mr. Collins is president of the Kit Carson State Bank and of the O. M. Franklin Blackleg Serum Company—the latter having branches in all parts of the United States and many foreign countries. He is a county commissioner, and has been active in tax-reducing measures. He was a member of the Committee of Fifteen appointed several years ago by the American Farm Bureau Federation to look into the live-stock situation. As a result of the report submitted by that committee, the National Producers' Marketing Association was organized.

Mr. Collins has been one of the members of the association always ready to respond whenever a call went out for volunteers to represent producers at live-stock conferences, congressional investigations, and rate hearings.

CUSTODIANS FOR PACKERS' STOCK-YARD HOLDINGS

ATORNEY-GENERAL WILLIAM D. MITCHELL HAS asked the Supreme Court of the District of Columbia to appoint trustees for the stock held by Swift & Co. and Nelson Morris in public stock-yards and stock-yard terminal railroads. Under the terms of the Packers' Consent Decree, packers are prohibited from owning such stock. When the



CHARLES E. COLLINS

decree was modified by the court early in 1931, they were directed to dispose of their stock within a year. The Armour interests, it is stated, have relinquished their holdings, Swift & Co. have pleaded inability to find a buyer, and Mr. Morris has filed a petition with the court asking that the decree be modified so as to permit him to retain his stock.

EXPENSES TOO HIGH ALL AROUND

ROCKY FORD, COLO., January 5, 1932.

TO THE PRODUCER:

The way business has gone of late, we are not deriving any benefit from any source, and I cannot see any immediate relief. The great trouble, as I see it, is too much expense incurred by the time the cattle are marketed. Taxes are eating up the farmer and stockman. If some relief does not come our way soon, our business will be a thing of the past. Our government has been paying too much attention to politics, and not enough to the real wants of the country. We should have less salaries, less pensions, and more work.

W. L. CALDWELL.

THE STOCKMEN'S EXCHANGE

HIGHLAND HEREFORD BREEDERS ELECT NEW OFFICERS

MARFA, TEX., January 15, 1932.

TO THE PRODUCER:

The Highland Hereford Breeders' Association held its semi-annual meeting on January 16, 1932. The following officers were elected for the year: J. W. Merrill, Fort Davis, president; T. E. Smith, Fort Davis and Marfa, vice-president; Dr. A. J. Hoffman, secretary-treasurer.

The movement of feeder cattle from the Big Bend section has been heavier this year than usual. Some 50,000 head of calves and yearlings have been sold. There are fewer feeders left in this territory now than at any time known. There are several thousand feeder calves, both steers and heifers, being carried over on light feed.

As 1930 and 1931 were both dry years in this territory, with the exception of the northwest corner, our ranchmen were again forced to reduce the number of their herds of cows. At a conservative estimate, from 10 to 20 per cent below normal remain. Naturally our ranchmen have kept back the youngest and best cattle.

Usually our surplus of cows has been sold to California buyers, who fattened them on the green fields of that state. This year the cows were mostly bought by Texas parties, who used them to replace the steers which they had formerly run in their large pastures.

We have had some fine rain and some snow this winter. The ground contains a good amount of moisture at the present time, and, with another rain or two a little later, spring foliage will be assured. The weather is moderate.

Our ranchmen are going right ahead with their breed improvement, realizing that good cattle are the kind that will continue to bring the high dollar.

DR. A. J. HOFFMAN.

DOES NOT BELIEVE IN CO-OPERATION

CASTOR, ALBERTA, January 25, 1932.

TO THE PRODUCER:

I am a reader of your paper and enjoy it, but I do not always agree with your way of figuring things out. I see you are a great believer in co-operation. Well, you will have to do better than we did in the Wheat Pool here in Canada in 1928, 1929, and 1930. The average that the pool members received for their wheat ran from 13 to 30 cents, and yet the pool lost something like \$3,000,000 for Alberta alone, which the province must pay to the banks. You find lots of farmers every day that will tell you: "If I had only stayed out of the pool, I would have been all right." We have one farmer here close to Castor who in 1930 delivered 5,000 bushels of wheat

to the pool. He received 19 cents per bushel, and the deal is closed.

Now we have a live-stock market pool here. They have about 50 per cent of the stock. Those who ship their stock to the open market get more for their hogs and cattle than the pool farmers get for theirs.

What gets my goat is that your country now has a tariff wall so high that it takes a pretty good plane to fly over it. You and France have all the gold. Yet millions of your people are out of work. I cannot understand it. I think the best thing Uncle Sam can do is to give Europe a clear receipt and call it square, scale down your tariff, and coin that silver of yours at 16 to 1. Then the world would walk again—and it will not walk in any other way.

H. W. RAUSCH.

LAMENT OF A COWMAN'S WIFE

THEN

Oh, for the days of yesteryear—

The eight-cent cow and the twelve-cent steer!

My husband's pockets were jingling with money;

The land was flowing with milk and honey;

Then we were riding a string of good horses,

With money coming in from various sources;

Then we were setting a bountiful table—

Cigars on the mantel, and oats at the stable;

A brand-new saddle, and spurs to match it;

A load for the market—and didn't we watch it!

Our banker met us in a pleasant way,

And we could borrow 'most any day.

Oh, for the days of yesteryear—

The eight-cent cow and the twelve-cent steer!

NOW

Now the country is covered with snow.

How we can winter we do not know.

My husband's overalls are old and worn,

His spurs are cast-iron, his jumper torn;

Our poor old horses are tired and sore,

And never a penny to buy any more!

Now we use bear-grease instead of lard,

And planning the meals is passing hard;

The cows are bawling with tears in their eyes;

Our faces grow long as another one dies;

Our banker meets us with a fishy eye,

And loans us money with a ponderous sigh.

Oh, for the days of yesteryear—

The eight-cent cow and the twelve-cent steer!

H. E. S.

DELTA, COLO., January 20, 1932.

"I like THE PRODUCER very much."—DAVID H. WATT,
Arvada, Wyo.

WHAT THE GOVERNMENT IS DOING

IN CONGRESS

THE FIRST OF THE MAJOR RELIEF MEASURES TO be enacted by Congress received the signature of President Hoover on January 22. This is the bill creating the two-billion-dollar Reconstruction Finance Corporation. As a corollary, another bill, appropriating \$500,000,000 as working capital for the corporation, has been passed. With these government funds for a nest egg, the corporation is empowered to issue bonds—guaranteed by the United States—for an additional \$1,500,000,000. The money is to be lent to banks, other financial institutions, and railroads, to thaw out the "frozen assets" now obstructing the channels of trade. Loans up to \$200,000,000 may be made for the reorganization of closed banks and as aid to their depositors. A special fund of \$50,000,000 may be used to extend loans to small farmers. Loans to individual corporations will be limited to \$100,000,000. The Interstate Commerce Commission must authorize all railroad loans.

Charles G. Dawes, the Chicago banker, former Vice-President of the United States and recently ambassador to Great Britain, has been chosen to head the corporation. He will be assisted by Eugene Meyer, governor of the Federal Reserve Board, who will become chairman of the Board of Directors. The board, which will be nonpartisan in character, will have seven members. Ex officio, Ogden L. Mills, the new Secretary of the Treasury, and Paul Bestor, president of the Farm Loan Board, will serve. These, with Messrs. Dawes and Meyer, make up the Republican majority. The three Democrats named are Harvey C. Couch, a financier from Arkansas; Jesse H. Jones, banker, of Houston, Texas; and Wilson McCarthy, banker and stockman, of Salt Lake City, Utah.

By this gigantic project, the administration hopes to start the wheels of industry revolving. The life of the corporation is for ten years, unless sooner terminated by Congress.

As a consequence of the establishment of this new agency, it is announced that the National Credit Corporation will disband, to avoid overlapping and duplication of effort. During the life of the Credit Corporation, which could lend money only to banks, loans totaling \$150,000,000 have been made. No losses are anticipated.

A second measure passed by Congress authorizes an appropriation of \$125,000,000 for the recapitalization of the federal land banks. Of this amount, \$25,000,000 is allocated for the extension, for a period of five years, of delinquent payments due on farmers' loans—the so-called moratorium.

A bill for the establishment of a revolving fund of \$100,000,000 for relief of distressed settlers on drainage districts has been introduced.

Several bills have been presented dealing with the public domain. One, sponsored by Representative John M. Evans, of Montana, and Senator Gerald P. Nye, of North Dakota, chairmen of the two committees on public lands, embodies the recommendations of the President's Committee on the Conservation and Administration of the Public Domain. Another, of which Representative Don B. Colton, of Utah, is the author, would establish federal responsibility for administering and regulating the public lands while they are being distributed to private ownership.

Senator Thomas, of Idaho, has introduced a resolution providing for a reduction of 50 per cent in forest grazing fees in 1932 and 1933.

A tariff bill has been adopted by the Democratic majority in the House, requesting the President "to initiate a movement for a permanent international economic conference," with a view to lowering excessive duties, eliminating discriminatory trade practices, preventing retaliatory tariff measures, and promoting friendly commercial relations among nations. The bill further authorizes the President to proceed to negotiate reciprocal trade agreements with foreign governments, "under a policy of mutual tariff concessions." The procedure of the United States Tariff Commission would be changed to require that recommendations for tariff increases or reductions under the so-called flexible provision of the Tariff Act be made directly to Congress instead of to the President. A public council would be established to represent the interests of the people before the Tariff Commission.

Even if this measure gets by in the Senate, it is generally believed that Mr. Hoover will exercise his veto power upon it.

Nominations of three new members of the Federal Farm Board have been confirmed by the Senate. The nominations include Sam H. Thompson, of Illinois, former president of the American Farm Bureau Federation, to take the place vacated by Alexander Legge; Frank Evans, of Utah, to take the place of C. C. Teague; and William F. Schilling, who has been reappointed.

A subcommittee of the Committee on Agriculture of the House has been selected to confer with the Committee on Agriculture and Forestry of the Senate for a joint investigation of the Farm Board and of the whole problem of agricultural marketing.

Senator Thomas, of Oklahoma, has introduced a bill to abolish the Farm Board and to transfer its activities to a new bureau under the Department of Agriculture. The bill would secure for the farmer a price for his products at least equal to the cost of production, and authorizes the Secretary of Agriculture to declare against the importation of any agricultural product that appears to be affecting the sale of a corresponding domestic product.

OUR TRAFFIC PROBLEMS

CHANGE IN RATES ON EDIBLE LIVE STOCK

BY CHARLES E. BLAINE

Traffic Counsel, American National Live Stock Association

EFFECTIVE JANUARY 25, 1932, ALL INTERSTATE rates on edible live stock in the territory lying west of Chicago and the Mississippi River were changed, responsive to the decision of the Interstate Commerce Commission in Docket No. 17000, Part 9, *Live Stock—Western District Rates*.

The Western District, for rate-making purposes, is subdivided into three general territories—namely, the Western Trunk-Line, the Southwestern, and the Mountain-Pacific. The Western Trunk-Line Territory comprises the States of Wisconsin, Minnesota, Iowa, North Dakota, South Dakota, Nebraska, the northern half of Missouri and the northwestern portion of Illinois, and the eastern portions of Montana, Wyoming, and Colorado. The Southwestern Territory comprises the southern portion of Missouri and eastern New Mexico, and the States of Oklahoma, Arkansas, Texas, and Louisiana. The Mountain-Pacific Territory comprises all the states and portions of states west of a line beginning at Havre; thence running through Laurel, Montana; New Castle, Orin, and Cheyenne, Wyoming; Denver, Colorado; Raton, New Mexico; thence the line of the Atchison, Topeka & Santa Fe Railroad through Albuquerque to El Paso, Texas.

Generally speaking, the rates which became effective on January 25 are mileage, or what are commonly termed distance, rates. Three scales of such rates became effective: (1) A uniform scale for application within Western Trunk-Line and Southwestern Territories. This scale also applies between points in each of these territories. (2) A uniform scale for application within Mountain-Pacific Territory. This scale averages 10 per cent higher than the Western Trunk-Line and Southwestern scale. (3) A scale of rates for application between points in Western Trunk-Line and Southwestern Territories, on the one hand, and Mountain-Pacific Territory, on the other. This scale is constructed by the addition of certain arbitraries to the Western Trunk-Line and Southwestern scale, based on the distance traversed in Mountain-Pacific Territory.

The scale in Western Trunk-Line and Southwestern Territories on cattle, calves, hogs, and sheep and goats in double-deck cars begins with 11 cents for 10 miles and under, and ends with a rate of \$1.22 per 100 pounds for 2,500 miles. The Mountain-Pacific Territory scale begins with 12 cents for 10 miles and under, and ends with a rate of \$1.34 for 2,500 miles. The arbitraries for the interterritorial hauls start with 1½ cents for 50 miles and under, and end with 12 cents for 2,500 miles and over 2,375 miles.

All the rates under each of the above scales are stated in cents per 100 pounds. In this respect the rates which

became effective on January 25 are an innovation, so far as Mountain-Pacific Territory is concerned, as the rates in that territory have heretofore always been stated in amounts per standard car. However, the commission prescribed minimum weights on various classes of live stock, and the carriers established these weights in conjunction with the rates. The minimum weight established on fat cattle in Western Trunk-Line and Southwestern Territories is 22,000 pounds, except in North Dakota west of Minot and Bismarck, and in South Dakota west of the Missouri River, where the minimum weight is 24,000 pounds. The minimum weight on fat cattle in Mountain-Pacific Territory, including the territory in North Dakota west of Minot and Bismarck, and in South Dakota west of the Missouri River, is 24,000 pounds.

The minimum weight on feeder cattle in Western Trunk-Line and Southwestern Territories is 20,000 pounds, while the minimum weight in Mountain-Pacific Territory is 22,000 pounds, except in the States of Arizona and New Mexico, where it is 20,000 pounds. The minimum weights on calves in double-deck and single-deck cars throughout the Western District are 23,000 and 16,000 pounds, respectively. The minimum weights on fat hogs in double-deck and single-deck cars throughout the Western District are 24,000 and 16,500 pounds, respectively. The minimum weights on stocker or feeder hogs in double-deck and single-deck cars throughout the Western District are 22,000 and 15,000 pounds, respectively. The minimum weights on fat sheep in double-deck and single-deck cars throughout the Western District are 20,000 and 12,000 pounds, respectively. The minimum weight on feeder sheep in double-deck cars in Southwestern Territory is 18,000 pounds.

The interstate rates on edible live stock in the Western District now being stated in amounts per 100 pounds, based on varying minimum weights as above described, the freight charges will be assessed on the actual weight of the shipments where said weight exceeds the minima above enumerated. Therefore the carriers, effective January 25, published rules and regulations governing weights for the assessment of freight charges on live stock. These rules were not prescribed by the commission, but they have, with slight modifications, been in effect in certain portions of the Western District for several years. The following is representative of the rules and regulations established January 25:

WEIGHTS TO BE USED FOR ASSESSING FREIGHT CHARGES

"Section 1. Weights determined in accordance with the provisions of this item shall be used as a basis for assessing and collecting freight charges, except that in no case shall such freight charges be less than on the basis of the applicable carload minimum weight as provided in this tariff.

"Section 2. On shipments originating at points where proper facilities are provided for obtaining hoof weights, the hoof weights shall be supplied by the shipper and used

as a basis for collection of freight charges, except that the provisions of this section do not apply where hoof weights are obtained under the provisions of Section 3.

"Section 3. Where proper facilities are provided at destination for obtaining hoof weights, the actual hoof weights so obtained shall be used, except that when such hoof weights have been obtained after the stock has been fed and watered, the following deduction for fill allowance will be made:

Cattle, when en route 12 hours or less.....	500 lbs. per car
Cattle, when en route over 12 hours.....	800 lbs. per car
Calves, in single-deck cars—	
When en route 12 hours or less.....	350 lbs. per car
When en route over 12 hours.....	550 lbs. per car
Calves, in double-deck cars—	
When en route 12 hours or less.....	500 lbs. per car
When en route over 12 hours.....	800 lbs. per car
Hogs, in single-deck cars.....	300 lbs. per car
Hogs, in double-deck cars.....	600 lbs. per car
Mixed carloads of two or more of the species specified above—	
When en route 12 hours or less.....	400 lbs. per car
When en route over 12 hours.....	550 lbs. per car
Sheep and goats.....	No deduction

"When two or more carloads of the same kind of live stock are offered for shipment by one owner on the same day, from the same station, destined to a point at which the hoof weight is the basis for assessing freight charges, the aggregate weight of the shipment will be divided between the number of cars in the shipment, subject to the established carload minimum weights. In the event more than one kind of live stock is so shipped, each class shall be dealt with separately. Cattle weights may not be added to hog weights, nor sheep and goat weights to either of the others.

"Section 4. Where hoof weights or hoof selling weights are used, as provided in section 2 or 3, such weights are subject to verification by the carrier's agent or other authorized representative.

"In the event hoof weights cannot be obtained under the provisions of section 2 or 3, the track-scale weights, loaded and empty, will be used as a basis for collection of freight charges.

"Section 5. When hoof weights or track-scale weights have not been obtained under the provisions of section 2, 3, or 4, or when arrangements have not been made for the use of hoof selling weights determined as provided herein, the freight charges will be collected on the basis of the applicable carload minimum weight plus 10 per cent.

"Section 6. Shipments destined to points covered by section 3 on which hoof selling weights are not furnished to the carriers by shippers, consignees, or owners, or on which such shippers, consignees, or owners insist upon track-scale weights, will only be accepted for transportation to such destinations subject to delay incident to, or as a result of, track-scale weighing either at destination or en route. Live-stock contracts and way-bills covering such shipments must be indorsed at point of origin: 'Subject to delay to weight on track scales.'

"Section 7. On shipments originating at and (or) destined to points where there are no proper facilities for obtaining the actual weights, as provided in sections 2 and 3, track-scale weights, loaded and empty, will be used as a basis for collecting freight charges; subject, however, to correction being made to the basis provided in section 2 or 3, as the case may be, when proof of hoof weights is disclosed.

"Section 8. On shipments moving between points not provided with facilities for weighing, the shipper or consignee shall furnish actual weights and certify to their correctness. Agent shall accept and bill at weights so obtained, subject to the applicable minimum weight as provided in this tariff. If shipper at point of origin, or consignee at destination, cannot furnish weights, freight charges will be assessed on basis of the applicable minimum weight as provided in this tariff."

It will be noted that, where hoof weights or track-scale weights have not been obtained, or when arrangements have not been made for the use of hoof selling weights, freight charges will be collected on the basis of the applicable carload minimum weight, plus 10 per cent. In other words,

where the minimum is 22,000 pounds, for example, freight charges will be assessed on the basis of the 24,200 pounds.

On behalf of the American National Live Stock Association, the Interstate Commerce Commission was asked to suspend the foregoing rule, but it refused to do so.

In addition to the foregoing, there were several other radical changes, resulting mostly in increases in rates. Briefly stated, the more important of such changes are as follows:

1. The elimination of rates on feeders or stockers to the important market points of Wichita, Kansas; Oklahoma City, Oklahoma; Fort Worth and El Paso, Texas; San Diego, Los Angeles, and San Francisco, California; and several other public live-stock markets in the Western District.

2. Increases in feeding-in-transit charges.

3. Increases in service charges for feeding and watering live stock in transit.

Under previous orders of the Interstate Commerce Commission, feeder live stock has moved to various market points throughout Southwestern and Mountain-Pacific Territories at the stocker or feeder rates which ranged from 67 to 85 per cent of the concurrent rates on fat live stock. The rates which became effective on January 25 on feeder live stock are uniformly 85 per cent of the concurrent rates on fat live stock, but the feeder rates do not apply to public live-stock markets. Thus, on shipments of feeder or stocker live stock moving to such markets, the higher fat rates will be applied.

Prior to January 25 the charges for feeding in transit ranged from \$5.85 per car to 8½ cents per 100 pounds. Effective January 25, these charges were increased in many instances nearly 100 per cent. In California, Arizona, Nevada, Utah, and western New Mexico the charge was increased from \$5.85 to \$11.50 per car. In the Northwest the charge on certain classes of live stock was increased from \$5.85 per car to 8½ cents per 100 pounds.

For many years prior to January 25 the service charge for feeding and watering ordinary live stock was 50 cents per car. This charge applied to both single-deck and double-deck cars. Generally speaking, it also applied on other than ordinary live stock. However, on January 25 this service charge for feeding and watering in double-deck cars was increased to \$1 per car, and the charge for feeding and watering other than ordinary live stock was likewise increased 100 per cent.

The elimination of feeder or stocker rates to public markets is in conformity with the decision of the commission. However, the increases in the transit, feeding, and watering charges were not involved in the proceeding. Therefore the action of the carriers in making such increases is not in conformity with the decision of the commission. On behalf of the American National Live Stock Association, the commission was requested to suspend the increases in the transit, feeding, and watering charges, but it refused to do so.

Another important change in the rules and regulations is that governing the ordering of stock-cars. The rules now provide that orders for cars must be placed with the carrier's agent, in writing, a reasonable time in advance, stating the number, size, and kind of cars, destination, and date wanted. The rules further provide that, for convenience, cars may be ordered by telephone, in which case confirmation must be given in writing. In order to avoid disputes and claims for loss and damage, shippers should comply with this regulation and place written orders for cars.

The carriers attempted to establish increased bedding charges, but upon protest by the American National Live Stock Association and others, the commission suspended

these rules. Had they become effective, they would have resulted in increases ranging from 75 to 200 per cent. The commission suspended them until August 25, 1932. It will, no doubt, shortly assign the matter for hearing at points throughout the Western District, at which time the shippers will be given an opportunity to adduce evidence in opposition to such rules.

In addition, the carriers attempted on January 25 to establish rules governing furnishing of cars of different length from that ordered by the shipper, and they also attempted to reserve to the inbound carrier the right to dictate the outbound route on shipments transited at junction points. However, the commission, upon protest of the American National Live Stock Association and others, suspended the proposed rules, and has assigned them, along with the proposed bedding rule, for its future attention in Investigation and Suspension Docket No. 3693. Dates of hearing have not yet been assigned. When they are, due notice will be given through these columns.

Intrastate rates in many of the states were not changed on January 25. In other states the intrastate rates, on the same level as the interstate rates hereinbefore referred to, were made effective on that date. The Railroad Commission of Texas, in Docket No. 2613, prescribed the same rates on intrastate traffic within that state as those prescribed by the Interstate Commerce Commission on interstate traffic to and from that state. However, the Texas commission ordered said rates on feeders and stockers continued to the public markets within that state. Moreover, it ordered the observance of cattle rates and minima as maxima on calves, and it further ordered the observance of the sheep minimum on goats. In this connection, the Texas commission states that it will afford the shippers, through a further public hearing, an opportunity to make a more complete record with respect to the three features just mentioned.

On January 21, in Docket No. 13420, the Public Service Commission for the State of Kansas refused the carriers authority to increase the intrastate rates within the State of Kansas to the level of the interstate rates. Had the Kansas commission authorized the increases sought to be made by the carriers, it would have resulted in (a) an average increase in the rates on live stock of approximately 10 per cent; (b) the elimination of stocker or feeder rates to the public live-stock markets of Wichita and Arkansas City. At this writing, the Arizona, New Mexico, California, Utah, and several other state commissions have not taken action with respect to the intrastate rates within their respective states.

The Interstate Commerce Commission, by an order entered several days ago, has reopened Docket No. 17000, Part 9, in its entirety for the purpose of enabling the parties to bring the record down to date. The American National Live Stock Association, in its petition filed with the Inter-

state and state commissions early in December, 1931, took the position that, live-stock prices having decreased more than 48 per cent subsequent to the close of the hearings in May, 1928, the rates therein prescribed should, in justice to live-stock producers, be reduced at least 20 per cent.

The commission has not yet named the places and dates at which it will hold further hearings for the purpose of bringing the record down to date. When it does, notice will be given to the shippers through these columns.

COLORADO INTRASTATE RATES

IN HEARINGS LAST SEPTEMBER BEFORE THE Public Utilities Commission of the State of Colorado, representatives of the Denver & Rio Grande Western Railroad sought to justify a proposed increase in freight rates on intrastate shipments of live stock from 10 to 15 per cent higher than those prescribed by the Interstate Commerce Commission for the Mountain-Pacific Territory, on the ground that expensive mountain hauls made the operation of the road unprofitable. At the same time, the Colorado & Southern Railway Company and the Denver & Salt Lake Railway Company asked for increased rates. These proposals were opposed by representatives of the live-stock industry.

On January 20 the Public Utilities Commission published a tentative decision, to the effect that, "for the present, the Mountain-Pacific scale of rates prescribed by the Interstate Commerce Commission is reasonable for application to intrastate movements on the Rio Grande's standard-gauge lines;" and that, "for the present, the interstate scale of rates, plus the narrow-gauge arbitraries, is reasonable for intrastate application to shipments moving on the narrow-gauge lines of the Rio Grande and the Colorado & Southern." The narrow-gauge arbitraries range from 3 cents on hauls of 50 miles or less to 8½ cents on hauls of from 400 to 450 miles.

The decision also holds reasonable for intrastate application in that portion of Colorado lying in the Western Trunk Line Territory the scale of rates prescribed by the Interstate Commerce Commission for that territory. The commission's statement further finds that the rules, regulations, and minimum weights prescribed by the Interstate Commerce Commission are reasonable, and should be applied on all intrastate shipments by all carriers, making effective the Western Trunk Line and Mountain-Pacific scale of rates with or without the arbitraries found reasonable.

The Public Utilities Commission of Colorado has, therefore, for the most part merely put its stamp of approval on the decision of the Interstate Commerce Commission in Docket 17000, Part 9, so far as this decision relates to Mountain-Pacific and Western Trunk Line Territory in Colorado. In the case of the Denver & Salt Lake Railway Company, the commission did not deem it advisable or proper to order any change in present rates until it had made its final finding in co-operation with the Interstate Commerce Commission.

INCREASE SOUGHT IN TRANSIT CHARGE

FOR MANY YEARS THE SOUTHERN PACIFIC, THE Santa Fe, and the Western Pacific Railroads have collected a so-called transit charge of \$5.85 a car on cattle grazed in transit and later shipped to market. Recently the carriers published a new tariff which would raise this charge to \$11.50. The increase was promptly protested to the Interstate Commerce Commission by the California Cattlemen's Association, but no action has yet been taken.

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FOREIGN

LIVE-STOCK INTERESTS IN AUSTRALIA

BY A. C. MILLS

[Special Correspondence to The Producer]

MELBOURNE, December 16, 1931.

THE RECENTLY PUBLISHED REPORT OF THE Prickly Pear Land Commission tells a striking story of what has been done by way of biological control to cope with perhaps the greatest menace to the live-stock industry in Queensland. At the time of the establishment of the commission, seven years ago, at least 25,000,000 acres of the state were infested with the pear, and it was estimated that the pest was spreading at the rate of 1,000,000 acres a year. Not only has the spread been definitely checked, but country of dense infestation has been cleared and, still more important, actually brought under useful occupation.

The report claims that the year just closed witnessed the greatest advance yet made in the campaign. Large areas of land, formerly abandoned to the pest, are now, thanks to the work of the insect *Cactoblastis cactorum*, rapidly being cleared and made available for settlement. It is acknowledged, however, that the fight is by no means finished, as usually a heavy regrowth follows the first collapse of the pear after an attack of cactoblastis and other insects. Hitherto the insects have successfully coped with this new growth, and it is encouraging to note the progressive reduction each season in the amount of such regrowth. The report adds, however, that one of the problems confronting the commission is to determine for how long seedlings, etc., will continue to spring up, and the possibility of always being able to cope with them. Control insects spread over a large area may die of starvation or disease, and with a good season the regrowth may reach the fruiting stage before it can be dealt with by insects freshly introduced.

During the year under review the commission supplied 2,180 land-owner applicants with a total of 490,600,000 cactoblastis eggs inclosed in paper quills, together with printed instructions of the correct method of liberating the eggs, and with the pins necessary for the purpose. The eggs were collected and distributed from three field stations, under the control of the commission or the Commonwealth Prickly Pear Board, which is co-operating with the commission. Also, it is stated that a grand total of 2,204,000,000 eggs have been distributed in Queensland since October, 1927, when the first liberation was made.

The most difficult problem confronting the commission at present is the control of "tiger pear," which, under the name of "jointed cactus," is a serious pest in South Africa. Tiger pear is not yet a pest of major importance, but it is spreading in certain localities, and, although cactoblastis attacks the spiny horror readily, it merely destroys the top growth, leaving the underground hulls and bulbs. It is in this that the chief difficulty lies, as the plants possess remarkable power of recovery, and in a few months have grown from ground level to their former height. No variety of cochineal insect—the other form of biological control used—has been induced to live on tiger pear. The Commonwealth Prickly Pear Board has lately sent two officers to South Africa for the express purpose of discovering a control agent.

The frozen-beef export season in the north, which is just closing, has not been particularly favorable from the point of view of either prices paid by packers or numbers and condition of cattle handled. The former have been governed largely by the selling value of beef in oversea markets, and, as everybody knows, beef has suffered considerably in the world depression. Probably the average of the chilled-weight price offered for good average mobs of cattle treated at the Brisbane meat-works during the year was in the region of \$5.64 per 100 pounds, delivered. In the central division of Queensland it ranged from \$5 to \$5.40 a hundred, and in the north of the state from \$4.32 to \$4.80. At Wyndham, on the north-west coast of Western Australia, where the meat-works are operated more or less on a co-operative basis by the government, the upset price was only \$3.24 a hundred pounds for best troops, and \$2.52 for seconds; but the buying contract provided that, if the average realizations for the whole season exceeded a certain basic value, 100 per cent of such excess up to 1 cent a pound, and 50 per cent of all in excess of 1 cent, should go to the grower. I believe the basic price was exceeded, but do not know by how much.

The killings for export at the Queensland works during the eleven months January-November totaled some 272,000 head, compared with 307,577 during the whole of 1930. The falling-off was due to the dry conditions that prevailed over the bulk of the cattle country in the central and northern divisions of the state last winter. For the same reason, the quality of the majority of the stock slaughtered was hardly up to standard.

Swift Australian Company's large plant on the Brisbane River was taken over by the semi-government Queensland Meat Industry Board and first operated as a public abattoir on November 24, 1931. The works and adjoining sale-yards are up to date in every respect, and ought to make for the efficient handling of fat stock on an economical basis. The plant is designed to cater for the export as well as the local trade, and, in the former connection, Swift & Co. have given a guarantee to slaughter the equivalent of 40,000 head of cattle there per annum, and another export firm has undertaken to treat 20,000 head a year. The charge for export killing, which includes dressing, grading, wrapping of meat and packing sundries, and twenty-eight days' free cold storage, is 1½ cents a pound chilled weight for beef, mutton, lamb, and pork, and 2 cents a pound for veal. These rates compare quite favorably with those ruling at any other abattoir in Australia.

South American Countries to Combine against Foreign Packers

A conference was recently held between representatives of Argentina, Uruguay, and Brazil, for the purpose of laying the foundation for co-operation of the meat interests of the three countries in competing against packing-houses owned by British and United States interests.

Ireland Imposes Duty on Bacon

A graduated import duty, intended to make price plus duty equal to about 80 shillings per 112 pounds (approximately 12 cents a pound at the present rate of exchange), has been imposed on bacon by the Irish Free State. Empire bacon will be admitted free.

Export of Cuban Meat to Great Britain

Arrangements have been completed for the export of frozen beef from Cuba to Great Britain. Late in December a shipment of 200 head (about 130,000 pounds) left for the British Isles. Exports will be made from time to time, as supply, price, and inspection formalities are favorable.



For the next few months The Cutter Laboratory will present, through its advertisements, a series of sketches made on the ranges by E.W. Thistlethwaite, cowboy artist.

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The guesswork days are over-- Yes, decidedly so for hundreds of progressive cattlemen. They have learned that the use of Cutter Blackleg preventives is positive insurance against Blackleg, and the cheapest in the long run. Your veterinarian, cat-

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THE MARKETS

LIVE-STOCK MARKET IN JANUARY

BY JAMES E. POOLE

CHICAGO, ILL., February 1, 1932.

A GAIN THAT PERSISTENT, PERENNIAL QUERY, "What's the matter with the cattle market?" agitates atmospheric strata. For that matter, a satisfactory cattle market never happened. Protest overtured the \$17 to \$18 trade of the 1928 insanity period as stridently and voluminously and energetically as under present conditions, with boom prices halved. Not until consumers go vegetarian, unanimously, will an era of good feeling be possible; and then—

January Cattle Trade Erratic

January is recognized as the cattle trade's hoodoo period. Rarely has it been satisfactory in the past; 1932 has lived up to this reputation. Just why the upper crust of steer supply should have been worth anywhere from \$10 to \$13 per cwt. around and prior to the holidays, then gradually have lapsed to a \$9 to \$10.50 basis by the middle of January, no apparently logical explanation is available; but that is what happened. Feeders did not carry over the holiday period any considerable number of finished cattle, as few reported to the butcher in January. As the tail is reputed to go with the hide, it is probable that good cattle merely followed cheaper kinds down the steep grade of depreciation. At no time was supply excessive, especially when measured by normal consumption requirements, and the fact that a few cattle were able to sell within a range of \$8.50 to \$11 during the month reveals scarcity of these types, which means choice yearlings and finished heavy bullocks with quality. The great mass of warmed-up and short-fed steers went to killers within a range of \$5 to \$7.50 per cwt., with a larger percentage below \$5 than above \$8. Had supply of long-fed—especially weighty—bullocks been considerably heavier, the spread would have been narrower. As usual, the market paid a premium for what happened to be scarce at the moment.

Brief Spurt Swamps Market

A brief spurt, never convincingly explained, developed on January 13, when prices advanced 25 to 75 cents per cwt. Radioed to the country, it filled the market hopper to the brim the rest of the week, incidentally precipitating pandemonium. Desk buyers, who have supplanted the men who ride stock-yard alleys in quest of cattle, were credited with responsibility. Whatever the cause, buyers were admonished to curb their impetuosity, a week of demoralization following, and the market not getting on an even keel until the final six-day period, when another 25- to 75-cent advance occurred. Veteran traders, on both sides of the market, unanimously assert that January, 1932, marked the most chaotic opening in many years.

Choice Steers Scarce

Muddy feed-lots, apprehension of still lower prices, cracking banks, rural and urban, and sales resistance in beef outlet channels, with numerous other factors, were in conspiracy against the welfare of cattle trade. A previously unsatisfactory employment situation did not improve with the

turn of the year, incidentally discrediting much of the forecasting ventured previously. Especially with respect to the spread in prices was prescience faulty, as the spread continued wide—practically \$7 between common and finished grades. Choice heavy steers were at all times scarce, New York buyers being under the necessity of taking plain, and even rough, cattle to get the weight required by their trade. The market always displayed its best phases in the case of good and near-good yearlings, an occasional finished load reporting. The right kind of heavy cattle would have sold on a parity with yearlings, had they been available. At times choice, and even "pretty good," 1,400-pound bullocks dropped out of the picture, giving medium and low-priced weighty steers an inning, although some had to sell as low as \$6.

Little Country Demand for Short-Feds

The great bulk of January receipts ran to light, short-fed steers, many in merely good feeder flesh. The country was not in the market for short-fed cattle, nearly everything with a covering going direct to the shambles. Last fall, impelled by economy, feeders kept away from higher-cost, fleshy steers, and, in the scramble to count the money, in December and January a \$4 to \$5.50 market developed for a large number; which merely goes to show that no formula can be adapted to beef-making. Quality and weight in combination have been equal to a fairly creditable performance. By comparison with cheaper grades, steers selling at \$7 up have done well. There has been an indelible line of cleavage between shipping and packing-house cattle, probably because the former were in a decided minority. An open winter, probably a record for high temperatures, excessive humidity, and mud over much of the Corn Belt created unfavorable feeding conditions. Temperature, coupled with restricted buying power, played havoc at the selling end of the operations.

Both Numbers and Tonnage Light

Based on normal consumption requirements, January cattle supply was light, with respect to both numbers and tonnage; but killers had to take the long end of the run, replacement demand being at low ebb, exerting a depressing influence on values of an excessive supply of lower-grade, light cattle, and kicking back into the cow and heifer market. Good beef, owing to scarcity, always had a fairly dependable outlet; common grades accumulated on the beef-rail. Beef cut from steers selling at \$6.50 down was in keen competition

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Denver, Colorado

with hogs costing \$3.75 to \$4.25 per cwt., and in that competition fared worst. With the exception of the first week of January, cattle supply around the twelve major-market circle was under that of the corresponding period of 1931.

Dressed-Beef Trade Equally Confused

Live-cattle and dressed-beef trade was equally chaotic. At intervals distributive outlets clogged, whereupon cattle-buyers were leashed. Then, when the load on the beef-rail lightened, imperative replenishment put live-cattle prices sharply higher. That it was an undependable market was indicated by periodical desertion, buyers going "to the house" for no apparent reason. This was illustrated during the last week, when a hot market during the first three days was succeeded by a period of coma. Permanent improvement at the live-cattle market will be incidental to development of stability in the dressed market. Hide trade has been sewed up for weeks, and such grease as falls to the killing-room floor has little value under present conditions. In fact, what has happened in the cattle market recently reflects depreciation in by-products.

Contracted Foreign Outlet for Pork Products

Hog receipts around the market circle have not been heavy, while weight has been unseasonably light, especially at such markets as Omaha, Sioux City, and St. Paul, serving the short corn section in 1931. Light shotes have gone to market because corn was not available or young hogs were unable to pay their board. January drove cost dropped well below \$4 at all markets; to \$3.80 at Chicago; for which trade archives must be searched a long way back for precedent. To hold inventories down, processors pushed sales of both cured and fresh product, developing competition that

carried wholesale cost of loins down to 7 cents per pound. The export outlet contracted sharply, indicated by a December output of meats valued at \$1,896,000, against \$3,656,000 in 1930. Exports of meats in 1931 aggregated but 253,311,000 pounds, against 380,301,000 pounds in 1930; that of lard declining \$75,000,000. The trouble with the American hog at the moment is lack of a European outlet for residue production, which is automatically forced into domestic consumption channels.

Sheep Industry Paying Penalty of Expansion

Sheep—or, to be exact, lamb—trade is battling with adverse conditions. Strenuous efforts to make the 7-cent grade have proved futile. Once in January the top price reached \$6.90, but part of the time \$6.25 was the limit, and \$5.75 to \$6.25 has taken the bulk of the crop. Some feeders are making a little money, others are breaking even, and still others are losing out. The sheep industry is paying the inevitable penalty of expansion; it is the headache that follows a debauch. Replacement is of small volume, as there is no prospect of shearing profits; killers are taking anything fit to bleed, and there will be plenty of lambs this side of April, the probability being that the advance guard of the California crop will overlap the tail end of Colorado's seasonal production. Many lambs put on feed on the contract plan last fall, with guaranteed prices for the gain, are figuring "in the red;" many are paying their board; and where gains were poor the operation shows a loss. The dressed market is constantly crowded, and, as every pound of product must be disposed of, bargain sales are frequently necessary at the week-end to effect a clearance. January receipts at the principal markets were considerably in excess of 1931, but the product went into immediate consumption. Current prices are around \$3 per cwt. lower than a year ago, and below production cost.

Live-Stock Market Awaiting Revival of Industry

The whole live-stock market is awaiting inevitable, if deferred, revival of trade and industry. When that development will occur is anybody's guess. There is some logic in the contention that restricted consumption, rather than excess production, is responsible for existing conditions; but, at the moment, it is a case of too much lamb.

MARKET PROSPECTS

J. E. P.

ANY THEORIZING WITH RESPECT TO FUTURE LIVE-stock values must take general conditions into consideration. Supply is an important factor, but can be more readily approximated. Neither current nor prospective meat production is excessive, based on normal consumption. Just where and when a reasonable degree of price stabilization will be reached is anybody's guess. In the scheme of nature, an interminable straight line cannot exist. One human error into which many fall is that present conditions are permanent. A far-reaching dislocation of productive and credit resources lies at the bottom of present troubles. Exaggerated optimism has had its logical sequence in unreasonable pessimism, involving unjustifiable inflation.

Cattle

Current and prospective beef production is light, compared with that of the previous five-year period. Tonnage has been materially reduced by elimination, to a large extent, of the big steer from beef-making operations, and replacement has been reduced to moderate volume by credit restriction. In

National Holds Key to Marketing Problems

DO YOU want marketing costs reduced? If so, consign your live stock in sufficient volume to any of the twenty-one member agencies of the National Live Stock Marketing Association, and all money collected for marketing expense, and not used to defray actual cost of sales and operation and to build safe reserves, will be returned as patronage refunds.

Additional savings far in excess of anything that is possible on terminal markets can be achieved by developing the necessary volume of live stock handled by the National Live Stock Marketing Association. The key to higher prices and greater profits is in the hands of the live-stock producer. Make these savings possible and reduce your marketing expense by consigning your volume to selling agencies operating under this National co-operative plan.

National Live Stock Marketing Association

228 North LaSalle Street, Chicago

other words, feeders have been unable to secure stock-cattle purchase loans. Even banks with liquid assets have practically discontinued making stock-cattle loans until the semi-panicky feeling among depositors subsides, not knowing when runs may start. How sharp replacement curtailment has been is indicated by the sixty-five-market output in December—22.6 per cent less than in December, 1930; January promising to produce a similar set of figures. The crop of cattle that went into feeders' hands from September to January is variously "guesstimated," but is undoubtedly considerably short of the previous corresponding period. During the July, 1931, to January, 1932, period, both inclusive, sixty-five markets loaded out 1,657,000 stock cattle, compared with 1,885,000 the previous year, 2,106,000 two years ago, and 2,095,000 three years back. Compared with the previous three-year average for the same period—1928 to 1930—the cut was slightly over 18 per cent.

But this does not tell the whole story, as recent replacement has lacked weight, and there has been an early, if not premature, return of light, half-fat steers to market, which is demonstrated by a long list of January steer sales within a spread of \$4 to \$6 per cwt. Steadily declining prices impaired confidence in the future market. Banks in an effort to liquefy, muddy feed-lots, and other more or less abnormal conditions created an unfavorable situation. Feeders were out of the market for fleshy, or two-way, steers, throwing the entire package into killers' hands; and, as light-weights predominated, they got the brunt of the break. How scarce finished, or even decently finished, steers are, is revealed by a short end of the crop selling anywhere from \$7.50 to \$10.50, while average cost at Chicago has been varying between \$6.50 and \$7 per cwt.

Despite relatively high prices for long-fed cattle, there is neither disposition nor incentive to make them. Nearly everything munching corn is for sale at the earliest opportunity. Thousands of merely warmed-up "shiner" cattle with quality, but in deficient condition, are trooping to the shambles. When they carry sufficient beef-covering to be eligible to the shipper outlet, they get by; otherwise they have to go to the packing-house, severely penalized. Between packing-house and shipping cattle there is a definite gap of 50 to 75 cents per cwt. Always the latter have a dependable outlet, while the former beg bids, frequently not even getting a dirty look from buyers.

It is evident that weight will be in demand right along. Western cattle came light and thin-fleshed last fall, so that it was impossible to install the type of bullock speedily convertible into New York cattle, even had feeders been financially fixed to take them on. Obviously, what does not go in cannot come out. Heavy steers—the types that overloaded the 1930 and 1931 markets—are made in two ways: putting them in the feed-lot at strong weight and good flesh, or carrying them into long feeds. The former process is, at least temporarily, unpopular, and in the area whence "big brutes" usually come during the good old summer time grasshoppers and drought played havoc with last year's corn crop. This refers particularly to the upper Missouri River country—mainly Nebraska, western Iowa, and South Dakota. Minus the usual contribution from that quarter, kosher-cattle buyers expect to run into even harder picking than at present. Even now they are under the necessity of taking plain, or rough, heavies to secure the modicum of weighty beef which eastern markets must have. Late in January, \$10.35 was paid for 1,200-pound steers fed in western Nebraska 135 days after coming out of North Park, and they cost only \$6.35 when put in. Such heavy steers as shippers are taking at \$7 to \$8 are merely warmed up, carrying enough fat to meet an emergency.

It is trade tradition that prices invariably respond to

relief from tonnage. Making due allowance for impaired buying power, cheap pork and lamb, and the fact that beef is relatively a costly food, it should have an inning, especially if premature cashing of light, half-fat steers runs its present course. A crop of yearlings—calves of the 1931 crop—is maturing, but it is doubtful if it will reach the market in finished condition. Yearlings of the old crop, good enough to realize \$8.50 to \$9.50, are scarce, and time is required properly to fatten a calf weaned last fall. Between the direct-to-feed-lot movement last fall, purchases on the open market, and calves put into feeders' hands by owners on the contract basis, there will probably be a full summer supply of so-called baby beef. Danger exists that many little cattle will be sacrificed in half-fat condition. Dressed trade could pick up, and would with any material industrial improvement, as it is a product peculiarly susceptible to any form of adversity.

A direct result of free marketing of light steers is responsible for a mean trade with female cattle. This may change when liquidation of light steers runs its course, as there is a broad demand for the cheaper grades of beef. The winter heifer market has been a distinct disappointment to feeders, few selling above \$6, and a raft at \$4 to \$5.50. However, the dairy industry is in a bad way, promising further drastic culling of milking herds for "boarders" and a continuous supply of trash.

Hogs

Hogs have been moving out of growers' hands at light weight and in large numbers all winter, suggesting that the crop of pigs farrowed in the spring of 1931 will be garnered earlier than last year. Stocks of lard and meats are not heavy, but the statistical position of the property is somewhat impaired by restricted export demand. Processors have been

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"pushing" domestic sales of both fresh and cured meats, running "leaders" wherever meat is rendered, the retail market being cluttered up with fresh pork and hams. The obvious purpose is to hold inventories down to the lowest possible level, reflecting bank determination to keep assets in the most liquid condition possible. At such markets as Omaha, Sioux City, and St. Paul average hog weights have been light; the same condition existing in less degree at Chicago. The continuous price slump in January dislodged many unfinished shotes that otherwise would have been fed along a few weeks, which would strengthen the position of the residue of the crop. When, and if, a time comes that weekly supply is reduced, prices should respond, as present cost is bullish, if nothing else. The spring market will depend on April stocks in processors' hands, as the bulk of the crop will be in by that time. The grasshopper-drought sections of the western part of the Corn Belt cannot make its usual crop of fatbacks this winter.

Sheep

Marketing the crop of lambs that went into feeders' hands last fall will overlap the advance guard of the spring California movement. Advancing prices meanwhile will be difficult, as, whenever quotations are marked up 50 cents per cwt., an overflowing sheep-house ensues. At the beginning of February, few fed lambs had moved from the trans-Missouri area, and in the Corn Belt states an army of contract stuff was awaiting opportunity to load. January receipts were continuously heavy, with every indication that the dose will be repeated in February and March. How many lambs went into feeders' hands will not be known, even approximately, until

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the crop is in; but, if December receipts are an indication, the number is considerably higher than last season. December receipts were 10.8 per cent heavier than in 1930 at the sixty-five markets embraced in the federal enumeration, and 26.9 per cent in excess of the previous five-year period, 1926 to 1930. Federally inspected slaughter in 1931 aggregated 18,070,000, against 16,696,000 in 1930; but these figures do not tell the story, as uninspected slaughter must be reckoned with. From July, 1931, to January, 1932, inclusive, 2,837,000 feeding lambs left the major markets, compared with 2,543,000 the previous corresponding period. Allowance must be made, however, for an army of contract lambs that went around the markets direct to feed-lots, all of which are for sale at the earliest opportunity. Fortunately, the dressed market has been in a receptive mood right along, as packers have always been buying for numbers, every short run revealing a hand-to-mouth condition in distributive trade. This is keeping the market in a nervous condition, with wide price swings daily, especially when the low valuation basis is considered. One day top lambs at Chicago may be \$6 per cwt.; the next session \$6.75 is the quotation. Another indication of broad consumption is that killers are buying common native and medium-fleshed western lambs \$1 to \$1.50 per cwt. under top prices—a narrow spread for which there is scant, if any, precedent, consumers taking the product of \$4.50 to \$5.50 lambs readily. This gives feeders little opportunity to do business on a \$5 basis, and, as few lambs are going to them, every week's run reduces visible supply to that extent. Speculative feeders are out of the game, as they cannot make gains without loss at commercial feed-lots, and farm feeders cannot replace lambs, even if so disposed, owing to the monetary situation. No incentive to shear exists, the few lambs coming to market in that condition having been shorn to make flesh gains, rather than to get the wool. An apparent inconsistency in the live-lamb market is a narrow spread, while in the dressed market that condition is reversed, carcass lamb wholesaling in a range of 7 to 16 cents per pound. So far feeders have not had satisfactory results. Where lambs were fed with guarantees of 8 to 9 cents per pound for the gain, owners have found themselves in possession of the short end of the stick. Where good gains have been made, lambs have paid their feed bill; otherwise it has been a losing venture. Colorado feed-lots will disgorge during February and March, and will determine the course of price events during that period, the probability being that the bulk of that output will change hands at Denver.

Speculation with respect to the 1932 lamb crop is futile, as volume will depend largely on the number of aged ewes surviving the winter. Present indications are that the bulk of the winter-fed lamb crop will be appraised around \$3 per cwt. lower than last year.

FINANCIAL STRINGENCY AFFECTING STOCKER TRADE

J. E. P.

STOCK-CATTLE TRADE AT THE MARKETS HAS BEEN seriously hampered by Corn Belt bank failures, accompanied by indisposition of city banks to put out even short-term money during a period of frenzied depositor runs. January attracted a considerable number of light native cattle from interior points. The fleshy types were absorbed by killers. Toward the end of the month country demand picked up, at the lowest prices in many years, especially as the supply is half-way through the winter. Country buyers turned down short-fed steers with both thumbs, almost the entire

purchase being green cattle. Corn is plentiful and cheap east of Chicago, and, if money was not correspondingly tight, many cattle could be readily absorbed. How low prices have dropped may be inferred from the purchase of 1,000 head on the Chicago market, averaging 854 pounds, by an Illinois feeder, at an average cost of \$3.83 per cwt. While not qualified by any means, it was a drove of useful cattle. A load of choice yearlings at \$5.90 was out on the limb, the bulk of a meager month's output being appraised at a range of \$4 to \$5 per cwt., with common steers down to \$3.50.

The whole country east of the Missouri River needs a new set of cattle, but financial conditions are such that normal-scale replacement is impossible at the moment. If money was available, it is probable that feeders would have taken many of the light, short-fed steers recently marketed. Also in that event they would not have been dislodged prematurely.

Grass will be rising a few weeks hence. Whether or not it will revive cattle demand must be left to developments meanwhile.

COMPARATIVE LIVE-STOCK PRICES

BELOW ARE FIGURES SHOWING PRICES ON THE principal classes and grades of live stock at Chicago on February 1, 1932, compared with January 1, 1932, and January 30, 1931 (per 100 pounds):

SLAUGHTER STEERS:	Feb. 1, 1932	Jan. 1, 1932	Jan. 30, 1931
Choice (1,100 to 1,500 lbs.)	\$ 9.75-10.50	\$10.75-11.50	\$11.75-13.25
Good	7.00- 9.75	7.50-10.75	9.75-12.25
Choice (900 to 1,100 lbs.)	9.75-10.50	10.50-11.50	12.25-13.25
Good	7.00- 9.75	7.50-10.50	9.75-12.25
Medium (800 lbs. up)	5.00- 7.00	5.50- 7.50	7.75- 9.75
FED YEARLING STEERS:			
Good to Choice	7.00-10.50	10.25-11.25	9.50-13.25
HEIFERS:			
Good to Choice	5.50- 7.50	5.75- 7.75	6.75-10.75
COWS:			
Good to Choice	3.50- 4.75	3.75- 5.00	4.75- 6.75
CALVES:			
Good to Choice	4.50- 6.00	4.00- 5.00	-----
FEEDER AND STOCKER STEERS:			
Good to Choice	4.50- 6.00	4.75- 6.00	7.00- 9.00
Common to Medium	3.25- 4.50	3.00- 4.75	5.50- 7.25
HOGS:			
Medium Weights (200 to 250 lbs.)	3.90- 4.35	4.15- 4.65	7.25- 8.00
LAMBS:			
Medium to Choice (92 lbs. down)	4.75- 6.50	4.50- 6.50	7.25- 9.50
EWES:			
Medium to Choice	2.00- 3.50	1.75- 3.00	-----

HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY OF STORAGE HOLDINGS OF frozen and cured meats, lard, creamery butter, and eggs on January 1, 1932, as compared with January 1, 1931, and average holdings on that date for the past five years (in pounds):

Commodity	Jan. 1, 1932	Jan. 1, 1931	Five-Year Average
Frozen beef	37,814,000	55,649,000	67,450,000
Cured beef*	15,448,000	19,636,000	23,730,000
Lamb and mutton	2,260,000	4,677,000	4,916,000
Frozen pork	141,468,000	122,994,000	124,637,000
Dry salt pork*	84,916,000	70,188,000	97,304,000
Pickled pork*	333,018,000	328,010,000	339,739,000
Miscellaneous	65,662,000	84,169,000	76,418,000
Totals	680,586,000	685,323,000	734,194,000
Lard	50,818,000	51,434,000	64,719,000
Butter	26,550,000	63,401,000	53,951,000
Frozen eggs	79,118,000	83,184,000	54,724,000
Eggs (in cases)	1,475,000	1,894,000	1,198,000

*Cured or in process of cure.

WHOLESALE MEAT PRICES

WHOLESALE PRICES ON WESTERN DRESSED meats at Chicago on February 1, 1932, compared with December 31, 1931, and January 30, 1931, were as below (per 100 pounds):

FRESH BEEF AND VEAL

STEERS (700 lbs. up):	Feb. 1, 1932	Dec. 31, 1931	Jan. 30, 1931
Choice	\$13.00-15.50	\$14.00-16.00	\$15.50-17.50
Good	10.00-13.00	10.00-14.00	13.50-15.50
STEERS (550 to 700 lbs.):			
Choice	14.00-17.00	14.00-17.00	15.50-19.00
Good	10.00-14.00	10.00-14.00	13.50-15.00
YEARLING STEERS:			
Choice	14.00-17.00	14.00-17.00	16.00-19.50
Good	10.00-14.00	10.00-14.00	15.00-16.00
COWS:			
Good	8.00- 9.00	7.50- 8.50	11.00-12.50
VEALERS:			
Choice	12.00-13.00	10.00-12.00	15.00-17.00
Good	10.50-12.00	9.00-10.00	14.00-15.00

FRESH LAMB AND MUTTON

LAMBS (45 lbs. down):			
Choice	\$12.00-13.00	\$10.50-12.00	\$18.00-20.00
Good	11.00-12.50	10.00-11.00	17.50-18.50
EWES:			
Good	7.00- 9.00	6.00- 8.00	9.00-11.00

FRESH PORK CUTS

LOINS:			
8-10 lb. average	\$ 8.00-10.00	\$ 9.50-11.00	\$12.00-14.00
10-12 lb. average	8.00-10.00	9.50-10.50	11.00-13.00

HIDES ARE MARKING TIME

J. E. P.

METAPHORICALLY SPEAKING, HIDE TRADE IS awaiting the dawn of peace. Every road has a turn, and the long-drawn-out conflict between packers and tanners over what will eventually prove to be an absurd dispute over a 4 per cent trim will terminate. Meanwhile a variously estimated accumulation of hides awaits tan-pit treatment. Popular guesses put the number at two million pieces. There is a nominal market, with little doing, as independent pack-

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We have several carloads of excellent bulls, suitable for heavy service on the range. Write us about them.

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ers are holding their take-off pending the outcome of the brawl. Shoe-manufacturing is on a healthy basis, and there are signs of seasonal improvement, the probability being that, when packers and tanners get together, a considerable volume of business will be done. Shoe production normally shows marked gain during the first three months of the year, so that the leather market may be expected to pick up. Shoe production at New England and St. Louis factories is running ahead of the previous three-month period, due to replacement needs. Spot markets are inclined to activity, River Plate markets showing strength. On the New York exchange, choppy conditions exist, lack of a reliable trading basis being the principal handicap.

Indications of broader demand are not lacking. For one thing, more interest is manifest. Sellers are firm in asking prices, while tanners are bluffing at conceding nothing. Low prices both for leather and hides is the sole bullish argument.

WOOL VALUES SHOWING LITTLE CHANGE

J. E. P.

WOOL HAS A MARKET, WHICH IS SAYING MUCH for any commodity in these strenuous times. Easier money would help. Values have shown little change, buying having been of the "urgent need" type. Best quarter-blood

is selling around 22 cents; three-eighths and half-blood, at 24 cents. Demand is insufficient to warrant effort to work prices up, but there is a disposition among dealers to await improvement, little selling pressure being in evidence. Some grades are so closely sold up that, if money conditions ease, there will be a disposition to contract the new clip.

Montana quarter-blood staple wool has moved at 42 to 43 cents, clean basis, average-to-good wools selling at 38 to 42 cents. Three-eighths, bright combing, fleece wools are moving at 23 to 23½ cents in the grease.

Wool should lead any improvement in general commodity values, as it is in a strong statistical position. There will be periods of activity, followed by lulls, as in every advance the tendency will be to move the property. The current weekly movement from loft to mill is frequently of encouraging volume, and some of the largest mills do not conceal needs.

At the recent Portland, Oregon, sale a Philadelphia concern took the bulk of the offering of over half a million pounds, mixed medium clips costing 14½ to 17½ cents. Interest continues to center on fine grades, but half-blood combing wools are in demand. Impending European conferences may do something constructive, in which event recently developed optimism in wool circles might get justification.

Demand for noils is an outstanding feature of current trade, assertion being made that some fabrics contain 100 per cent noil content, indicating an effort to cheapen cost on an inferiority basis.

Western advices indicate robust winter conditions, continuance of which will mean mortality. Winter loans are tighter than usual. Boston estimates that close to 25,000,000 pounds of wool were under contract at the end of January.

An open winter all over the East has been adverse to clothing trade, especially with consumers in economical mood. Considerable money has been expended in a nation-wide charity campaign—an expenditure not calculated to benefit the clothing business, except to the extent that the opulent element substitutes new for partly worn clothing donated to relief work. Many an overcoat has been made to do all-winter duty that would have been replaced in a low-temperature season.

It is a noteworthy fact that declines in wool prices have stimulated consumption. Wool overtopped all other commodities in percentage of consumption gain in 1931, compared with 1930. Trade experts contend that the public is becoming wool-conscious, and that the movement is opportune to "talk up" wool. In 1909—one of the most prosperous years in the history of the trade—six and one-fourth square yards of women's woolen and worsted dress goods were produced per capita. In 1929, total production amounted to little over one square yard per capita. About 1909 the silk dress-goods industry began an expansion era. Various influences now appear operative to change the swing back to woolen wearing apparel.

FEEDSTUFFS

THE PRICE OF COTTONSEED CAKE AND MEAL, f. o. b. Texas points, on February 3 was \$14. On February 1, Kansas City hay prices were: Alfalfa—No. 1 extra leafy, \$16 to \$17; No. 2 extra leafy, \$15 to \$15.50; No. 1, \$13.50 to \$14.50; No. 2 leafy, \$11.50 to \$13; No. 2, \$9.50 to \$11; No. 3 leafy, \$8.50 to \$9; No. 3, \$7.50 to \$8; sample, \$5.50 to \$7; prairie—No. 1, \$9 to \$9.50; No. 2, \$8 to \$8.50; No. 3, \$7 to \$8; sample, \$5 to \$6.50; timothy—No. 1, \$10 to \$10.50; No. 2, \$8 to \$9.50; No. 3, \$6.50 to \$7.50; sample, \$5.50 to \$6; timothy-clover, mixed—No. 1, \$10 to \$10.50; No. 2, \$8 to \$9.50; No. 3, \$5.50 to \$7.50.

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TRADE REVIEW

YEAR'S FOREIGN COMMERCE

WITH THE CLOSE OF 1931 THE POOREST YEAR in our foreign trade since 1914 came to an end. Not only was the total of exports and imports lower than for any other twelve-month period since before the war, but our favorable balance was smaller. For this the world-wide depression is, of course, primarily responsible, with the curtailed buying power both here and abroad. The tariff fence which governments everywhere are putting up in protection of their home industries has been another restrictive factor. The final score for the year 1931 looks as below:

	December		Twelve Months Ending December	
	1931	1930	1931	1930
Exports.....	\$184,000,000	\$274,856,000	\$2,424,188,000	\$3,843,181,000
Imports.....	153,000,000	208,636,000	2,090,107,000	3,060,908,000
Excess of exports.....	\$ 31,000,000	\$ 66,220,000	\$ 334,081,000	\$ 782,273,000

Gold exports during 1931 were \$466,794,000, compared with \$115,967,000 in 1930. Imports were \$612,119,000, against \$396,054,000.

EXPORTS OF MEAT PRODUCTS

EXPORTS OF MEAT, MEAT PRODUCTS, AND ANIMAL fats from the United States for the month of December and the twelve months ending December, 1931 and 1930, were as below (in pounds):

BEEF PRODUCTS

	December		Twelve Months Ending December	
	1931	1930	1931	1930
Beef, fresh.....	164,050	174,758	2,082,801	2,852,784
Beef, pickled.....	832,177	960,545	13,022,391	14,670,612
Beef, canned.....	50,185	72,072	1,477,949	1,709,544
Oleo oil.....	4,300,631	4,246,935	47,322,604	56,483,104
Totals.....	5,347,043	5,454,310	63,905,745	75,716,044

PORK PRODUCTS

	December		Twelve Months Ending December	
	1931	1930	1931	1930
Pork, fresh.....	1,005,368	1,833,877	9,614,222	17,573,008
Pork, pickled.....	1,131,467	1,888,364	15,769,477	30,628,424
Bacon.....	1,923,281	4,474,285	36,711,507	90,686,964
Cumberland sides.....	120,927	166,663	1,716,487	4,159,235
Hams and shoulders.....	4,162,224	5,824,667	84,817,944	120,169,842
Wiltshire sides.....	71,529	100,534	1,006,185	1,895,793
Sausage, canned.....	65,597,526	45,113,994	568,708,208	642,486,396
Lard.....	100,034	144,779	1,645,501	2,436,243
Neutral lard.....	1,134,944	1,167,092	9,588,125	13,531,125
Totals.....	75,247,300	60,714,255	729,577,800	925,004,430

Belgium Increases Import Duties

Import duties on live hogs of 50 francs per 100 kilos, and on fresh and frozen meats of 105 francs per 100 kilos (about 3 and 6½ cents per pound, respectively), have been imposed by the Belgian government.

LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES SHOWING RECEIPTS, shipments, and slaughter of live stock at sixty-five markets for the month of December, 1931, compared with December, 1930, and for the twelve months ending December, 1931 and 1930:

RECEIPTS

	December		Twelve Months Ending December	
	1931	1930	1931	1930
Cattle*.....	990,688	1,202,200	13,486,451	13,798,557
Calves.....	462,030	533,905	6,129,137	6,367,697
Hogs.....	4,209,660	4,002,246	39,537,791	40,774,415
Sheep.....	2,182,268	2,307,212	33,023,046	29,807,647

TOTAL SHIPMENTS†

	December		Twelve Months Ending December	
	1931	1930	1931	1930
Cattle*.....	459,550	542,556	6,170,112	6,176,090
Calves.....	147,721	184,323	1,955,805	2,141,908
Hogs.....	1,425,711	1,542,370	14,972,828	15,881,552
Sheep.....	919,252	1,081,069	16,995,864	14,606,204

STOCKER AND FEEDER SHIPMENTS

	December		Twelve Months Ending December	
	1931	1930	1931	1930
Cattle*.....	206,935	267,451	2,600,688	2,858,476
Calves.....	38,507	64,281	433,883	567,840
Hogs.....	40,032	40,709	533,056	517,237
Sheep.....	181,689	282,436	5,128,926	4,463,247

LOCAL SLAUGHTER

	December		Twelve Months Ending December	
	1931	1930	1931	1930
Cattle*.....	575,797	654,062	7,240,934	7,463,506
Calves.....	331,551	361,148	4,155,183	4,241,083
Hogs.....	2,806,077	2,459,883	24,539,024	24,882,880
Sheep.....	1,305,092	1,230,385	15,928,918	15,173,339

*Exclusive of calves.

†Including stockers and feeders.

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1, \$10 to
sample,
\$10.50;

THE BULLETIN BOARD

CATTLE AND SHEEP ON FEED

Cattle on feed for market in the eleven Corn Belt states on January 1, 1932, numbered about 5 per cent less than a year ago, as estimated by the Bureau of Agricultural Economics. In the five states east of the Mississippi River there was an increase of 8 per cent; in Minnesota, Iowa, and Missouri there was no change; and in the three western Corn Belt states there was a decrease of 18 per cent. In Colorado, Utah, and Idaho there were marked decreases; in Wyoming, Nevada, and California, smaller decreases; in Oregon and Washington, moderate increases; and in Texas and Arizona, sharp increases. Total shipments of stocker and feeder cattle, inspected through markets, into the Corn Belt for the six

months, July to December, 1931, were practically the same as in the same period of 1930.

The number of sheep and lambs on feed for market in the principal feeding states on January 1 was 6,186,000, or 14 per cent more than a year ago. In the Corn Belt states, including western Nebraska, the number was estimated at 3,303,000, compared with 2,757,000 last year. In the western states, including North Dakota and Texas, there were 2,883,000, as against 2,671,000 in 1931.

MEAT STORY CONTEST

The National Live Stock and Meat Board has just announced its Ninth National Meat Story Contest for high-school girls. This annual event has proved exceedingly popular with both teachers and students. Last year teachers in 694 schools entered their classes. This was an increase of more than 200 schools over the previous year, and it is expected that this year's entry will equal or exceed the number in 1931. March 15 is the closing date for sending in stories.

Contestants are required to write an essay on some phase of the subject of live stock or meat. They are at liberty to select their own subject.

SHOE PRODUCTION HIGHER

Shoe output is increasing. In December, 1931, 19,200,000 pairs were manufactured—a gain of nearly 10 per cent over December, 1930. Total production for 1931 was 315,836,000 pairs, or 3.8 per cent more than in 1930, in spite of the fact that during the first two months of the year production was considerably below that for the same period in 1930. Wholesale shoe prices showed an almost continuous decline from month to month last year.

RANGE RESEEDING

Of value to those interested in range reseeding are the discussions set forth in Department of Agriculture Circular No. 178, "Artificial Reseeding on Western Mountain Range Lands," prepared by C. L. Forsling, director of the Intermountain Forest and Range Experiment Station, and William A. Dayton, plant ecologist, in charge of range forage investigation, Forest Service.

"Moisture is the most important single factor to consider in artificial reseeding of practically all western mountain range lands," say the authors. "Species [of seed] differ somewhat in moisture requirements, but none have been found that give satisfactory results where the annual precipitation is less than approximately 17 inches, of which not less than 6 inches falls during the main growing season."

The circular may be obtained (price, 15 cents) from the Superintendent of Documents, Washington, D. C.

CATTLE PRODUCTION COSTS

"Size and organization of the cattle outfit have a great influence on costs. Almost without exception, outfits running under 400 head, even if properly balanced in land and cattle, have a high carrying cost. Volume production counts in the cattle business, as in any other." A detailed description of all the costs incident to cattle-raising, with incidental suggestions on management, is given in the University of Nevada Agricultural Experiment Station Bulletin No. 124, entitled "Cattle Production Costs in Nevada in the Years 1928, 1929, and 1930," by C. A. Brennen.

The pamphlet may be obtained from the University of Nevada, Reno.

LOUIS F. SWIFT RETIRES

Louis F. Swift, chairman of the Board of Directors of Swift & Co., and president of the company up to a year ago, has announced his retirement. Mr. Swift was the second president of the packing firm founded by his father, the late Gustavus F. Swift, who died in 1903. He will be succeeded as chairman by his brother, Edward F. Swift, and will remain a director of the firm.

WILSON REPORTS LOSS

Larger volume of business, but lower values, are reported by Wilson & Co. for the fiscal year ending October 31, 1931. Total sales amounted to \$212,000,-

At Last—Here is a Perfected CASTRATOR

Severs the cord without slipping. A quick, sure job. Avoids bleeding and infection.

Money-Back GUARANTEE

You take no risk—if you don't like them, just say so and get full refund at once. Tool steel, strong, accurate, dependable.
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FRANKLIN BLACKLEG SERUM CO.

Denver, Kansas City, Amarillo, Marfa, Ft. Worth, El Paso, Alliance, Wichita, Rapid City, Calgary.



TOBACCO FOR STOMACH WORMS

Tobacco and salt will rid your sheep of this pest. Our tobacco siftings are made from Kentucky-grown tobacco, insuring high nicotine content. Send for letters from other breeders who have used our siftings with good results. Price, \$2.50 per 100 pounds, F. O. B. Louisville.

AXTON-FISHER TOBACCO COMPANY, Louisville, Ky.

000, which is \$58,000,000 under those of the previous year. Net loss was \$2,017,156, due to inventory declines described as "the most severe in the packing-house industry's history." After deducting this loss and dividends of \$500,071 on preferred stock, there was left a surplus balance of \$2,855,350. Adding a credit of \$1,548,839 arising from purchase of the company's preferred stock for retirement, the surplus stood at \$4,404,189. The financial position of the company is described as strong. "Values have reached a level so low that it seems hardly possible that further substantial inventory losses could occur, and there are good reasons for feeling confident that the company's operations in 1932 will show profitable results," says the report.

WHAT AMERICANS EAT

Fifty years ago each resident of the United States consumed an average of 223 pounds of wheat flour annually, the *Indianapolis News* informs us. Now the figure is 177 pounds. If the per-capita use were as great in 1931 as in 1881, the domestic demand would be 6,300,000,000 pounds greater, which would mean a domestic market for 147,300,000 bushels of wheat that now must seek outlets abroad. That is considerably more than one-half of our recent twelve-month exports.

"While Americans are eating less flour, they are eating more of other commodities. During the last seven years truck crops have enlarged their acreage by 39.4 per cent, and car-loadings have mounted by 60.6 per cent, showing the extent to which people get a part of their food from distant points. The expansion of city populations enters into that trend; yet even in small communities the choice of items for the table no longer is confined to what is produced near by. Next to potatoes, lettuce requires the greatest vegetable cargo space. In 1930 its shipment by railroad aggregated 55,700 cars, compared with 12,142 a decade before. Four times as many carrots are being consumed as in 1920; spinach has had the same rate of increase, and more fruits are eaten. Better refrigerating and packing methods have contributed to the result."

AFRIKANDERS ARRIVE IN NEW YORK

A shipment of twenty-nine cattle—sixteen bulls and thirteen females—of the Afrikaner breed from South Africa arrived in New York City late in December. This is the first importation of such cattle into the United States. After remaining in quarantine for sixty days, the herd will be shipped to the King Ranch in Texas, where it will be used in breeding experiments conducted by the Department of Agriculture and the owners of the ranch. The purpose is to develop, if possible, a strain or cross of cattle that will be especially adaptable to the Gulf coast regions of the United States, where a hardy animal is required.

The new cattle are a rich red color, are excellent rangers, and are gentle in disposition. The horns are rather long and have a distinctive curve—some upward and others drooping. When slaughtered, Afrikaner cattle are said to have an unusually high percentage of dressed carcass to live weight. Until recently these cattle have been raised in their native country principally for draft purposes.

SIZE OF AMERICAN FAMILY

The Census Bureau counted 29,980,146 families in American homes on April 1, 1930, including groups living together in boarding-houses or institutions. Average number of persons per family was 4.1, compared with 4.3 in 1920, 4.5 in 1910, and 4.9 in 1890. The total of families represented an increase of 21.1 per cent during the past decade.

NATIONAL WEALTH OF UNITED STATES

Total national wealth of the United States in 1931 is estimated at \$329,700,000,000 by the National Industrial Conference, or \$2,677 per capita. Of this amount, 55 per cent is in real property, 12.4 per cent in personal property, 11.3 per cent in merchandise and industrial products, 11 per cent in railroads and

public utilities, 7.6 per cent in equipment of farms and factories, and 2.7 per cent in miscellaneous property. Income of the average individual was \$578, and of the average "gainful worker," \$1,402.

In 1914 our national wealth was placed at \$189,000,000,000.

Not a Family Bus.—"But I thought you said Jane married a man who made a model husband."

"So she thought at the time, but he turned out to be a sports model."—Answers (London).

All Wrong.—A party at the Zoological Gardens stood puzzled before a bird.

"It's a heagle," said one.

"It's not," said another, "it's a howl."

They appealed to a by-stander.

"Both wrong," he said shortly, "it's a nawk!"—Tit-Bits (London).

RANCH SITUATION WANTED

Anyone being able to use on his ranch a young man, with some experience in feeding and haying, who describes himself as being of "good clean habits, honest to the core, and willing to go the limit to help out in anything I am asked to do," please address GUS PAVLIC, 1040 South Broadway, Los Angeles, California.

THE TOOTLE ESTATE, of St. Joseph, Mo., is willing to enter into an arrangement with the right parties to furnish 6,000 acres of summer pasture in Cloud and Logan Counties, Kansas, at no initial charge, rental to be contingent and based on a proportionate part of the gain in weight of, and market price on, the cattle when taken off our pastures, with the understanding that the maximum rental is not to exceed an agreed-upon amount. We have a quantity of ensilage for sale from feed-lots attached to these pastures. If interested, address **THE TOOTLE ESTATE**, St. Joseph, Missouri.

HARDY ALFALFA SEED, \$5;
Grimm Alfalfa, \$7.50; White Sweet Clover, \$2.70; Red Clover, \$7.80; Alsike, \$7.80. All 60-pound bushel. Return seed if not satisfied. George Bowman, Concordia, Kansas.

43% Protein Prime Cottonseed Meal and Cracked Screened Cottonseed Cake, Any Size Also Cold Pressed Cottonseed

LET US SAVE MONEY FOR YOU ON CARLOAD ORDERS

Our location in the heart of the growing and milling districts and twenty years' experience should qualify us to serve you satisfactorily. Before making your contracts for feed, wire, write or call on us for prices.

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118 Live Stock Exchange Building, Fort Worth, Texas

ROUND THE RANGE

GOVERNMENT RANGE AND LIVE-STOCK REPORT

Range and live-stock conditions in seventeen western states at the beginning of January were reported as below by the Denver office of the Division of Crop and Live Stock Estimates of the Bureau of Agricultural Economics:

Arizona.—Higher areas and northeastern section covered with snow; range feed retarded by cold weather; feed situation in northeast serious; live stock in good flesh, except in north and northeast.

California.—Heaviest rainfall in years over entire state; marked improvement in feed conditions; stock showed some shrinkage during storm period; prospects generally brighter than for a long time.

Colorado.—Ranges in fair condition; feed ample, except in San Luis Valley and southwest; live stock in good condition, except in south-central and southwestern sections.

Idaho.—Snow has provided stock water; feed supplies sufficient for the present; cattle in fair to good flesh, but sheep not in so good condition as usual.

Kansas (western).—Pastures improved; feed supplies sufficient; wheat pastures poor; cattle in good condition.

Montana.—Mild weather in December favorable; feed supplies short, except in west and southwest; ranges carry little feed, but are generally open; live stock in fair to good condition.

Nebraska (western).—Ranges and pastures poor and snow-covered; hay and feed supplies ample; cattle in good condition.

Nevada.—Desert ranges poor; hay and other feed scarce; December snows hard on stock, but supplied water; cattle doing well; sheep in only fair condition.

New Mexico.—Range conditions good, except in northwest, where there is a heavy snow cover; hay and feeds generally ample; cattle and sheep in good condition, except in northwest.

North Dakota.—Weather conditions favorable for live stock; feed supplies holding out well, except in west.

Oklahoma.—Wheat pastures too wet and carrying little feed; feed sufficient, unless winter is severe; cattle helped by mild weather.

Oregon.—Ranges mostly covered with snow; winter ranges poor, with light supply of hay and grains; live stock in fair to good flesh.

South Dakota (western).—Mild weather helping to conserve feed; some snow, but ranges partly open; live stock in good condition.

Texas.—Feed conditions generally good; ample moisture, with short grass, in some areas; wheat pastures good; large supply of grain sorghums and other feeds; cattle and sheep mostly in good flesh.

Utah.—Sheep ranges mostly covered with snow; hay, grains, and other feed short; sheep in poor to fair condition, with losses heavier than usual; cattle in fair to good flesh.

Washington.—Ranges covered with snow east of Cascades; feed supplies ample; stock wintering well.

Wyoming.—Range feed fair to good, with shortage in northeast; ranges mostly open, with some snow in Red Desert; ewes not in so good flesh as usual.

RANGE AND LIVE-STOCK CONDITIONS

California

We have had good rains. Prospects are favorable for feed and water.—WALTER BRADDOCK, Kaweah.

Colorado

We had about one foot of snow November 20, covering what little grass there was on the range. Stock will have to go on feed now, but is in good condition. Considerable cake is shipped in at reasonable prices, and plenty of hay is available at \$8 to \$10, if the winter is not too long. Money is scarce, and cattlemen are discouraged over present prices. However, we hope for better times ahead.—GEORGE E. STEELE, Nucla.

Idaho

We have had the driest season here that we have ever known. Springs went dry that have never done so before. But we are having considerable rain and snow now. Grass is not holding out, and the hay supply is short. The tendency in cattle is to hold she-stock for restocking where possible, but sheep are overdone. All stock is summered on national forests from five to seven months.—M. E. SEWELL, Lucile.

Montana

Conditions in this country are bad—a very dry summer, and no extra feed on hand. We are wintering on cake and corn. Stock is mostly shipped to market or out to winter. Banks have called in most of their stock loans.—AMOS WITHAM, Ekalaka.

We are having fine weather here—not much snow. Cattle are in good shape after going through a dry summer and fall.—SAM E. SHY, Garland.

Stockmen in this locality were very hard hit last summer, but most of them have managed to carry over half or more of their stock. To date we have had a wonderful fall and winter. Not much feeding so far, as everyone had some pasture reserved, with a little grass.—WILLIAM R. SUMER, Miles City.

Nebraska

Conditions are not good in this county, but they could be a great deal meaner. Since I have been in the game I have sold some mighty good steers at \$3.15 per cwt. When you think of that price, you can reckon back a good many years. Cattle are going into winter in fine condition. Almost everyone has plenty of feed for a normal winter.—J. L. SANDFORD, Mitchell.

New Mexico

This part of the country has enjoyed a mild winter—very light snows, and not very cold. Stock is in fine condition. We expect to go through without any loss.—IRA H. SULLIVAN, Dusty.

We are having an awful winter here. The ground is covered with snow from six inches to two feet deep. Stock is suffering, but there has not been much loss as yet.—JOHN T. COX, Salt Lake.

Oregon

Winter has started in very early for this country. We had to begin feeding about the middle of November, which is nearly thirty days earlier than the average time; but I think there is sufficient feed to carry us through, and stock of all kinds is doing well. Not many beef cattle are being fed, but quite a lot of lambs. Prices are low. Winter range will be the worst in years.—CYRUS WILLIAMS, Union.

South Dakota

The cattle situation here has faced two years of drought. Not much hay in the country, but we have straw-stacks and thistles, and the good old cottonseed cake. I think it will be all right, unless we get too much snow.—RAY M. IVES, New Underwood.

Texas

Cattle are wintering well, with an open winter so far. Wheat pastures are good in spots. Grass is short, but there is lots of feed.—MARSHALL CATOR, Sunray.

Wyoming

Sheridan County is well into its second mild, dry winter. Sub-zero weather is becoming something for old-timers to talk about. The outlook for irrigation water for next summer is gloomy, and only a wet spring will bring a crop of grass. On the brighter side, there is enough snow to water sheep, and stockmen who had grass have got full benefit of it. Most stockmen are wintering what they can, and hoping for rain in the spring and prices in the fall.—OWEN S. HOGE, Dayton.

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There Is No Magic!

..... If a wave of a wand could convert a steer on the western range into steaks for New York, roasts for Chicago, liver for New Orleans and a hide for an Ohio tannery

..... if another wave could put dozens of beef by-products into merchantable form

..... if a third wave could put the price of a steer into a grower's pocket —
There would be no need for Swift & Company or any other national marketing organization.

But there is no magic in business.

LIVESTOCK, poultry, butter and eggs have to be selected, prepared in attractive form for sale to consumers and oftentimes shipped thousands of miles.

Swift & Company performs these services without hocus-pocus. It offers the facilities of more than forty packing plants and over one hundred produce plants as well as its large national sales organization. At each point it pays cash for all it buys. To retailers everywhere it offers the highest quality of meats in Swift's Branded Beef and Lamb, Brookfield Butter and Eggs and other products. It sells, as it buys, on a scale truly national.

All that Swift & Company claims is that it bridges the gap between millions of producers and millions of consumers without waste; that it furnishes agriculture a ready cash market at all times; and that its charges for these services are as low as possible. Profits average less than a cent and a half on a dollar of sales.

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Purveyors of fine foods

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